

# FINANCIAL FACT BOOK 2012

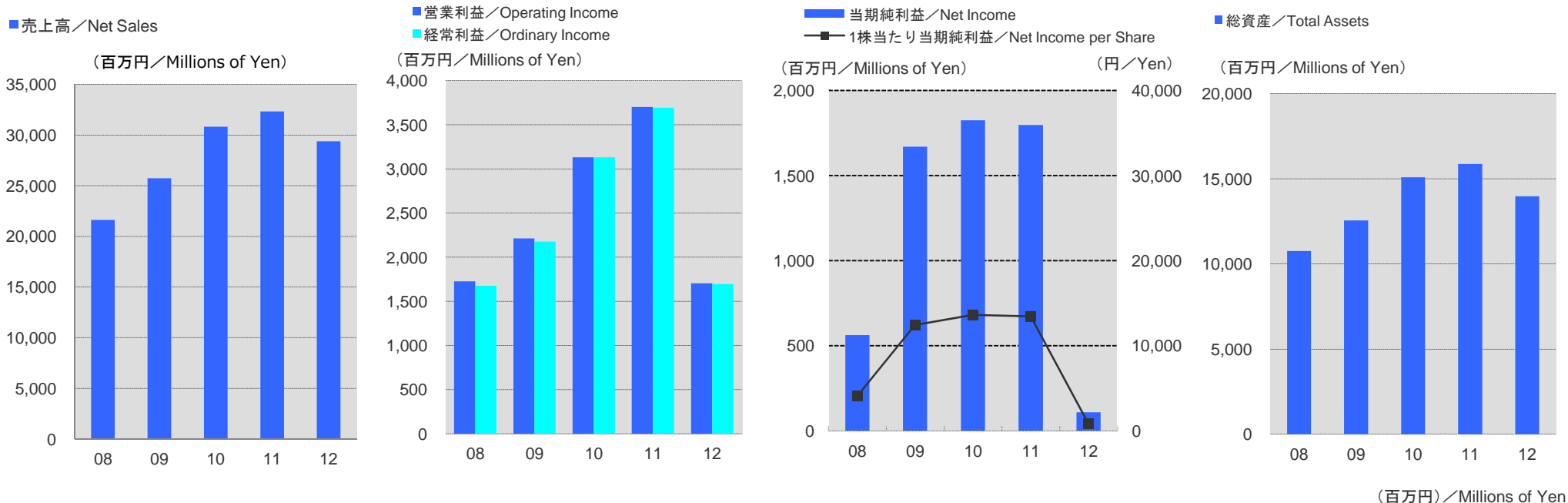
フィナンシャル ファクトブック 2012

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 株式会社エムティーアイ

MTI Ltd.

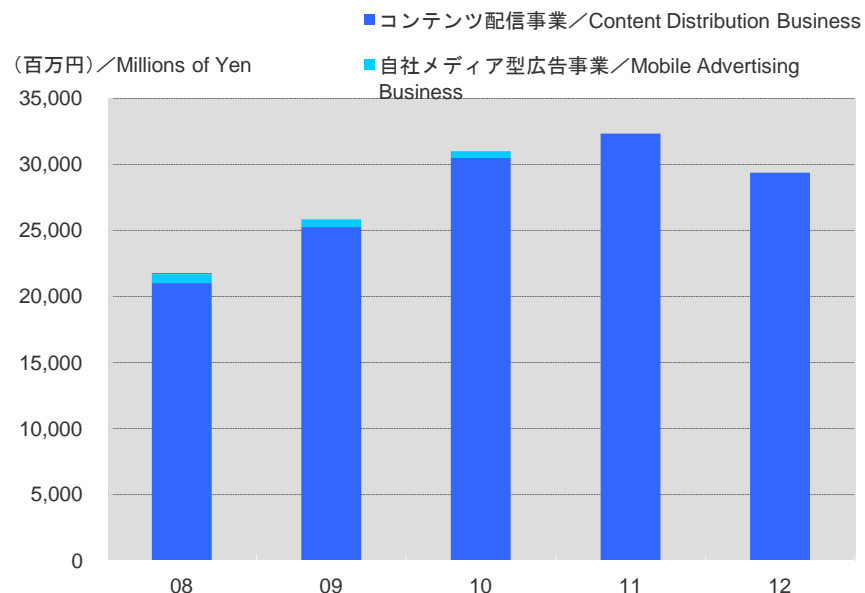
# 連結財務ハイライト／Consolidated Financial Highlights



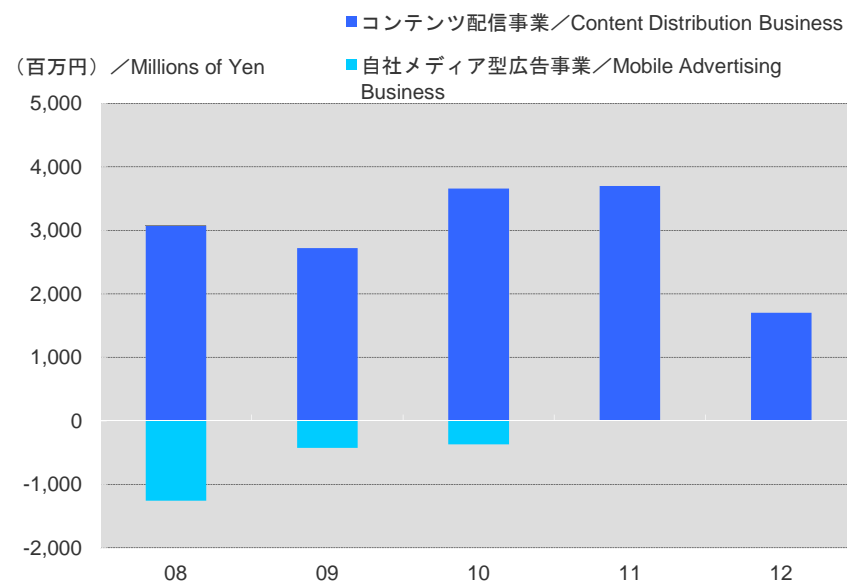
会計年度／Fiscal Year	2008/09	2009/09	2010/09	2011/09	2012/09
売上高／Net Sales	21,615	25,732	30,836	32,342	29,382
売上総利益／Gross Profit	15,329	17,812	22,421	24,770	23,716
営業利益／Operating Income	1,726	2,213	3,131	3,702	1,704
経常利益／Ordinary Income	1,675	2,177	3,132	3,692	1,697
当期純利益／Net Income	563	1,669	1,824	1,797	109
1株当たり当期純利益／Net Income per Share (円／Yen)	4,086.52	12,446.91	13,630.48	13,447.41	842.99
総資産／Total Assets	10,758	12,557	15,091	15,881	13,971
純資産／Net Assets	5,385	6,807	8,259	9,670	8,922
営業活動によるキャッシュ・フロー／Cash Flows from Operating Activities	1,449	1,740	3,175	2,986	2,682
投資活動によるキャッシュ・フロー／Cash Flows from Investing Activities	(1,470)	(1,081)	(1,004)	(2,417)	(2,062)
財務活動によるキャッシュ・フロー／Cash Flows from Financing Activities	(11)	(551)	(604)	(619)	(1,167)

## 事業別セグメントデータ／Segment Information by Business Category

事業別売上高／Net Sales by Business Category



事業別営業利益／Operating Income by Business Category



事業別売上高／Net Sales by Business Category

会計年度／Fiscal Year

	2008/09	2009/09	2010/09	2011/09	2012/09 <sup>*1</sup>
コンテンツ配信事業／Content Distribution Business	21,024	25,264	30,495	32,342	29,382
自社メディア型広告事業／Mobile Advertising Business	679	561	510	—	—

事業別営業利益／Operating Income by Business Category

会計年度／Fiscal Year

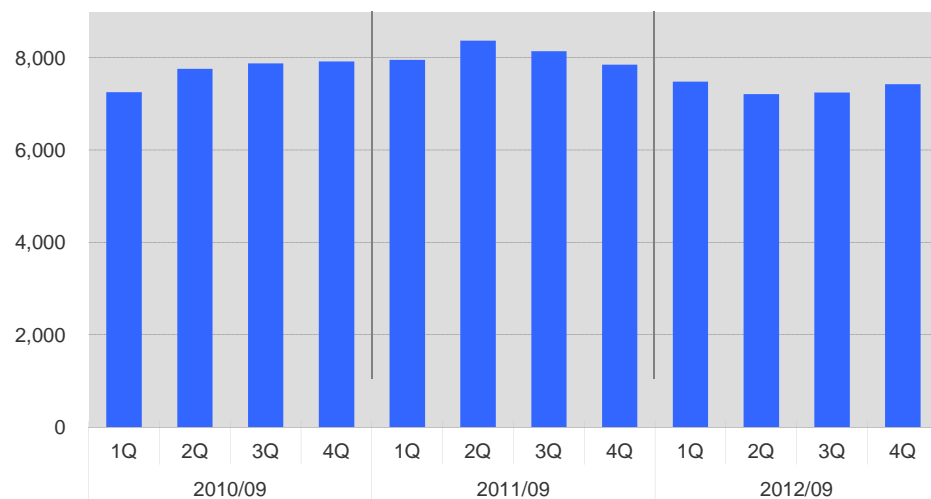
	2008/09	2009/09	2010/09	2011/09	2012/09 <sup>*1</sup>
コンテンツ配信事業／Content Distribution Business	3,079	2,720	3,661	3,702	1,704
自社メディア型広告事業／Mobile Advertising Business	(1,258)	(428)	(369)	—	—

<sup>\*1</sup> 2011年9月期より事業セグメントをコンテンツ配信事業に統一しています／From FY2011, the Company's business is classified as a single category: Content Distribution Business

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

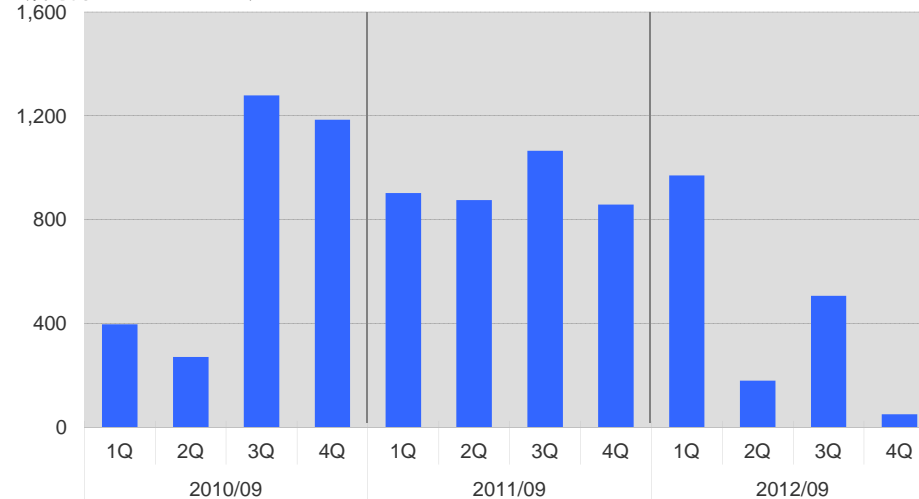
売上高／Net Sales

(百万円／Millions of Yen)



営業利益／Operating Income

(百万円／Millions of Yen)



会計年度／Fiscal Year

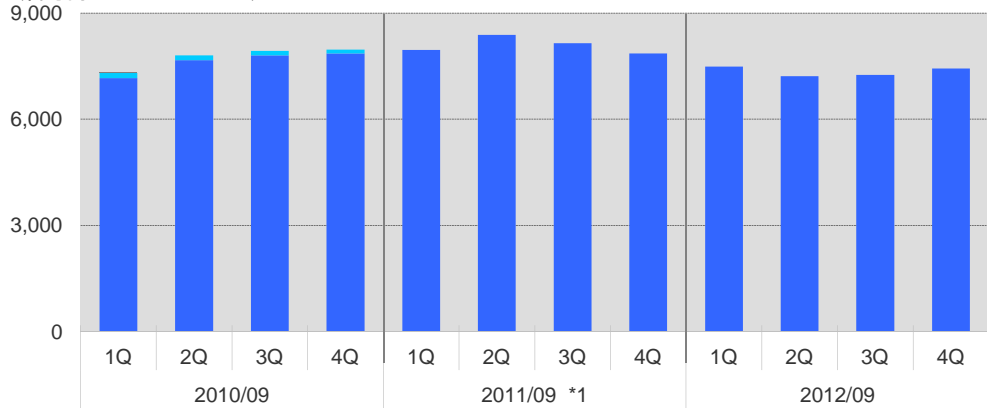
(百万円)／Millions of Yen

	2010/09				2011/09				2012/09			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
売上高／Net Sales	7,262	7,763	7,882	7,928	7,961	8,379	8,146	7,855	7,485	7,215	7,251	7,429
売上総利益／Gross Profit	5,222	5,630	5,762	5,806	5,923	6,424	6,239	6,182	5,887	5,807	5,896	6,125
営業利益／Operating Income	397	270	1,279	1,185	902	875	1,065	858	970	179	506	49
経常利益／Ordinary Income	396	269	1,282	1,184	895	871	1,066	859	961	178	492	50
当期純利益(損失)／Net Income(Loss)	242	148	727	707	276	646	583	291	183	(6)	234	(301)
総資産／Total Assets	12,499	12,879	13,616	15,091	14,476	14,927	14,901	15,881	14,309	14,868	13,850	13,971
純資産／Net Assets	6,786	6,865	7,505	8,259	8,141	8,803	9,382	9,670	8,871	8,898	9,162	8,922
営業活動によるキャッシュ・フロー／ Cash Flows from Operating Activities	495	280	1,021	1,378	228	682	466	1,609	508	1,288	(500)	1,386
投資活動によるキャッシュ・フロー／ Cash Flows from Investing Activities	(233)	(235)	(367)	(167)	(575)	(460)	(830)	(552)	(318)	550	(658)	(1,636)
財務活動によるキャッシュ・フロー／ Cash Flows from Financing Activities	(312)	(148)	(135)	(7)	(517)	(49)	5	(57)	(1,016)	(67)	(27)	(57)

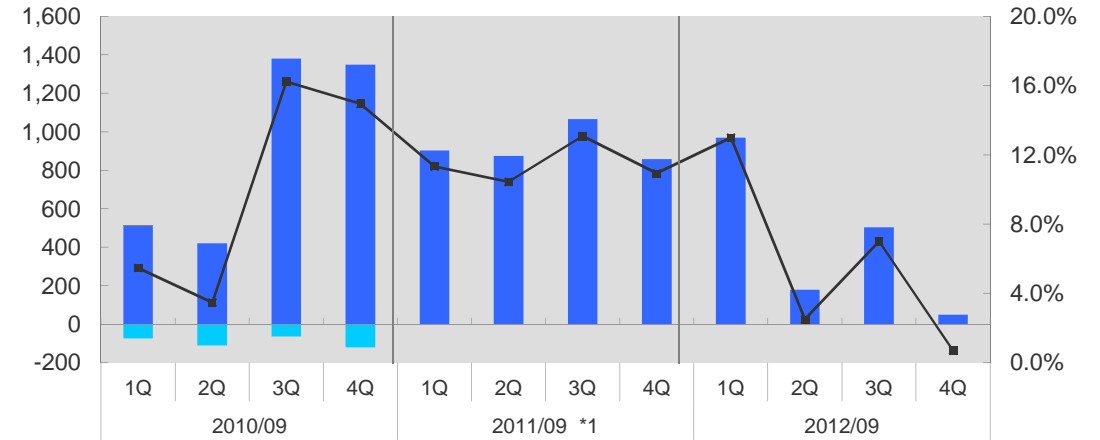
## 四半期推移(事業別セグメントデータ) / Quarter by Trend (Segment Information by Business Category)

事業別売上高 / Net Sales by Business Category

(百万円 / Millions of Yen)



事業別営業利益 / Operating Income by Business Category



会計年度 / Fiscal Year

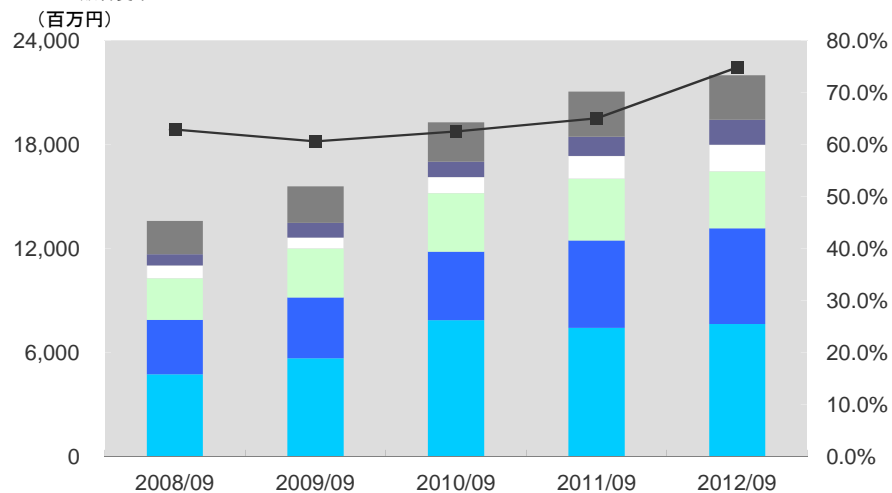
(百万円) / Millions of Yen

	2010/09				2011/09 *1				2012/09			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>売上高 / Net Sales</b>	7,262	7,763	7,882	7,928	7,961	8,379	8,146	7,855	7,485	7,215	7,251	7,429
コンテンツ配信事業 / Content Distribution Business	7,160	7,666	7,805	7,862	7,961	8,379	8,146	7,855	7,485	7,215	7,251	7,429
自社メディア型広告事業 / Mobile Advertising Business	145	135	126	102	—	—	—	—	—	—	—	—
<b>営業利益 / Operating Income</b>	397	270	1,279	1,185	902	875	1,065	858	970	179	504	49
<b>営業利益率 / Operating Income Ratio</b>	5.5%	3.5%	16.2%	14.9%	11.3%	10.4%	13.1%	10.9%	13.0%	2.5%	7.0%	0.7%
コンテンツ配信事業 / Content Distribution Business	510	420	1,380	1,349	902	875	1,065	858	970	179	504	49
	7.1%	5.5%	17.7%	17.2%	11.3%	10.4%	13.1%	10.9%	13.0%	2.5%	7.0%	0.7%
自社メディア型広告事業 / Mobile Advertising Business	(74)	(110)	(64)	(120)	—	—	—	—	—	—	—	—
	-51.3%	-81.5%	-50.6%	-117.1%	—	—	—	—	—	—	—	—

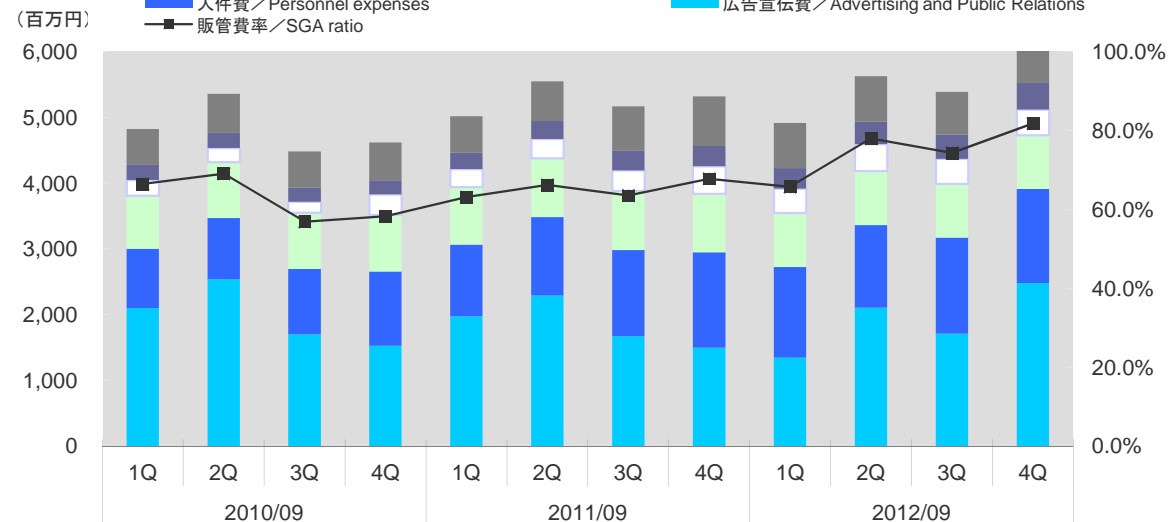
\*1 2011年9月期より事業セグメントをコンテンツ配信事業に統一しています / From FY2011, the Company's business is classified as a single category: Content Distribution Business

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

■ 広告宣伝費／Advertising and Public Relations
 ■ 人件費／Personnel expenses
 ■ 支払手数料／Payment of commission
 ■ 外注費／Outsourcing expenses
 ■ その他／Other



■ その他／Other
 ■ 人件費／Personnel expenses
 ■ 支払手数料／Payment of commission
 ■ 広告宣伝費／Advertising and Public Relations

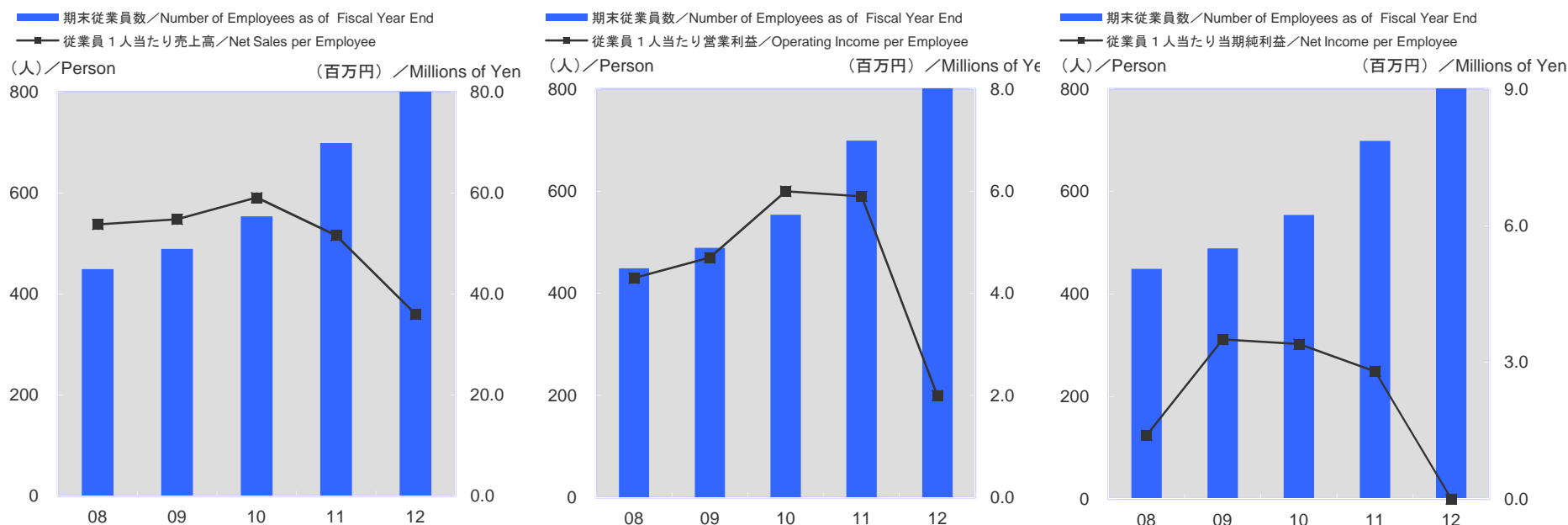


### 広告宣伝費／Advertising and Public Relations

会計年度／ Fiscal Year	(百万円)／Millions of Yen				
	2008/09	2009/09	2010/09	2011/09	2012/09
販売費及び一般管理費／ Selling, General & Administrative	13,602	15,599	19,289	21,067	22,012
広告宣伝費／ Advertising and Public Relations	4,753	5,674	7,871	7,436	7,651
人件費／ Personnel expenses	3,140	3,504	3,954	5,047	5,519
支払手数料／ Payment of commission	2,410	2,826	3,379	3,566	3,289
外注費／ Outsourcing expenses	738	634	935	1,300	1,543
減価償却費／ Depreciation and amortization	636	855	887	1,121	1,434
その他／ Other	1,923	2,104	2,261	2,595	2,573
			(%)	(%)	(%)
販管費率／ Selling, General & Administrative ratio	62.9%	60.6%	62.6%	65.1%	74.9%
売上高／ Net Sales	21,615	25,732	30,836	32,342	29,382

会計年度／ Fiscal Year	(百万円)／Millions of Yen											
	2010/09				2011/09				2012/09			
	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	4,825	5,360	4,482	4,621	5,021	5,549	5,173	5,323	4,916	5,628	5,391	6,075
広告宣伝費／ Advertising and Public Relations	2,101	2,538	1,703	1,528	1,975	2,293	1,671	1,495	1,348	2,104	1,714	2,483
人件費／ Personnel expenses	902	930	990	1,130	1,090	1,191	1,312	1,452	1,377	1,258	1,457	1,427
支払手数料／ Payment of commission	805	854	859	860	876	895	901	892	823	824	821	819
外注費／ Outsourcing expenses	240	214	167	312	275	294	313	417	368	407	376	391
減価償却費／ Depreciation and amortization	230	226	215	214	246	271	294	309	314	343	373	402
その他／ Other	544	596	546	574	556	603	678	756	683	689	647	552
				(%)				(%)				(%)
販管費率／ Selling, General & Administrative ratio	66.4%	69.0%	56.9%	58.3%	63.1%	66.2%	63.5%	67.8%	65.7%	78.0%	74.3%	81.8%
売上高／ Net Sales	7,262	7,763	7,882	7,928	7,961	8,379	8,146	7,855	7,485	7,215	7,251	7,429

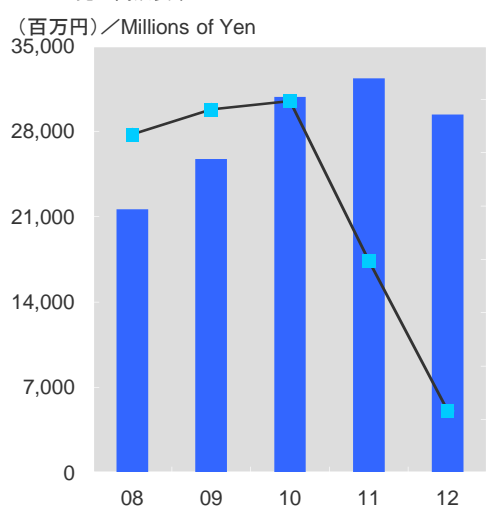
# 従業員1人当たり売上高、営業利益、当期純利益／Net Sales, Operating Income & Net Income per Employee



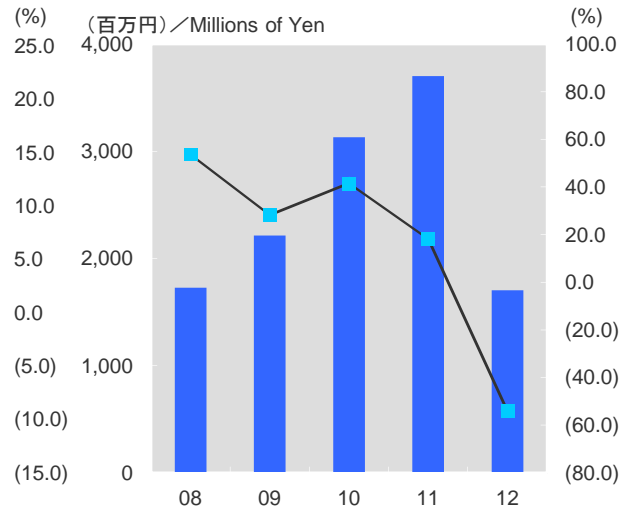
会計年度／Fiscal Year	2008/09	2009/09	2010/09	2011/09	2012/09
期末従業員数／Number of Employees as of Fiscal Year End (人／person)	449	489	554	699	815
従業員1人当たり売上高／Net Sales per Employee	53.8	54.8	59.1	51.6	36.0
従業員1人当たり営業利益／Operating Income per Employee	4.3	4.7	6.0	5.9	2.0
従業員1人当たり当期純利益／Net Income per Employee	1.4	3.5	3.4	2.8	
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	21,615	25,732	30,836	32,342	29,382
営業利益／Operating Income	1,726	2,213	3,131	3,702	1,704
当期純利益／Net Income	563	1,669	1,824	1,797	109

# 成長性・収益性／Growth & Profitability

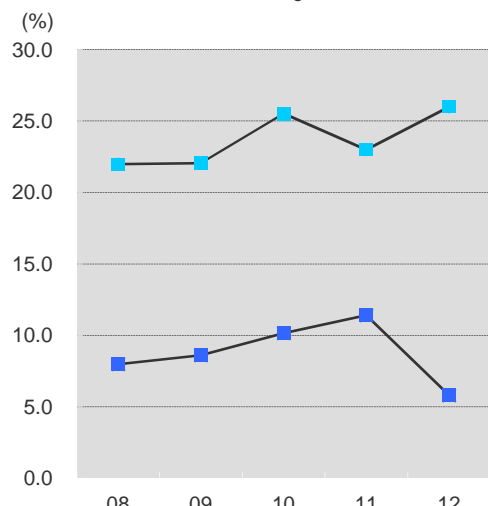
■ 売上高／Net Sales  
 —■ 売上高成長率／Net Sales Growth Ratio



■ 営業利益／Operating Income  
 —■ 営業利益成長率／Operating Income Growth Ratio



■ 営業利益率／Operating Income Ratio  
 —■ 広告宣伝費率／Advertising and Public Relations Ratio

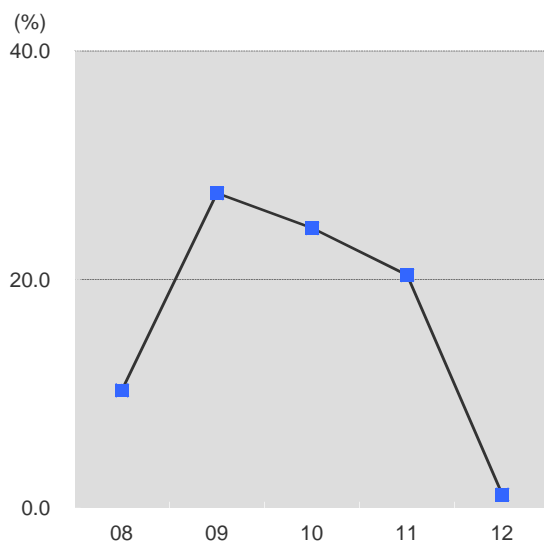


会計年度／Fiscal Year

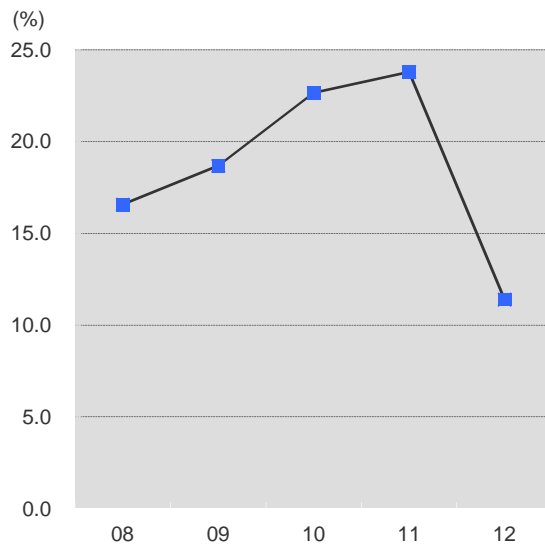
	2008/09	2009/09	2010/09	2011/09	2012/09
売上高成長率／Net Sales Growth Ratio	16.7	19.1	19.8	4.9	(9.2)
営業利益成長率／Operating Income Growth Ratio	53.7	28.2	41.5	18.2	(54.0)
売上原価率／Cost of Sales Ratio	29.1	30.8	27.3	23.4	19.3
売上総利益率／Gross Profit Ratio	70.9	69.2	72.7	76.6	80.7
販管費率／Selling, General & Administrative Expenses Ratio	62.9	60.6	62.6	65.1	74.9
広告宣伝費率／Advertising and Public Relations Ratio	22.0	22.1	25.5	23.0	26.0
営業利益率／Operating Income Ratio	8.0	8.6	10.2	11.4	5.8
	(百万円)／Millions of Yen				
売上高／Net Sales	21,615	25,732	30,836	32,342	29,382
売上原価／Cost of Sales	6,286	7,920	8,415	7,571	5,665
売上総利益／Gross Profit	15,329	17,812	22,421	24,770	23,716
販売費及び一般管理費／Selling, General & Administrative Expenses	13,602	15,599	19,289	21,067	22,012
広告宣伝費／Advertising and Public Relations	4,753	5,674	7,871	7,436	7,651
営業利益／Operating Income	1,726	2,213	3,131	3,702	1,704



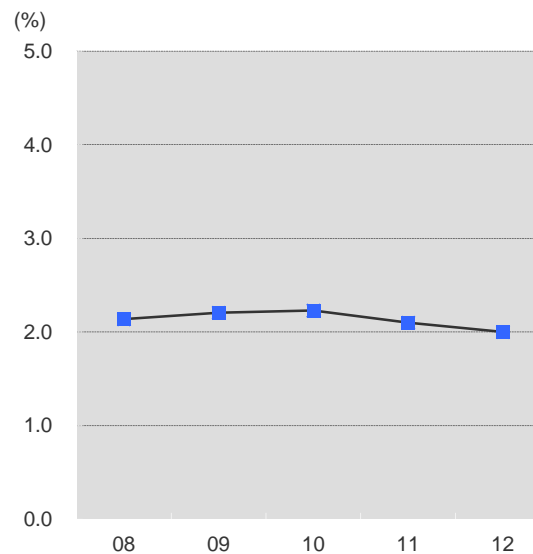
自己資本当期利益率/Return on Equity (ROE)



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

		2008/09	2009/09	2010/09	2011/09	2012/09
自己資本当期純利益率/Return on Equity (ROE)	(%)	10.3	27.6	24.5	20.4	1.2
総資産経常利益率/Return on Asset (ROA)	(%)	16.6	18.7	22.7	23.8	11.4
総資産回転率/Asset Turnover	(倍/Times)	2.1	2.2	2.2	2.1	2.0

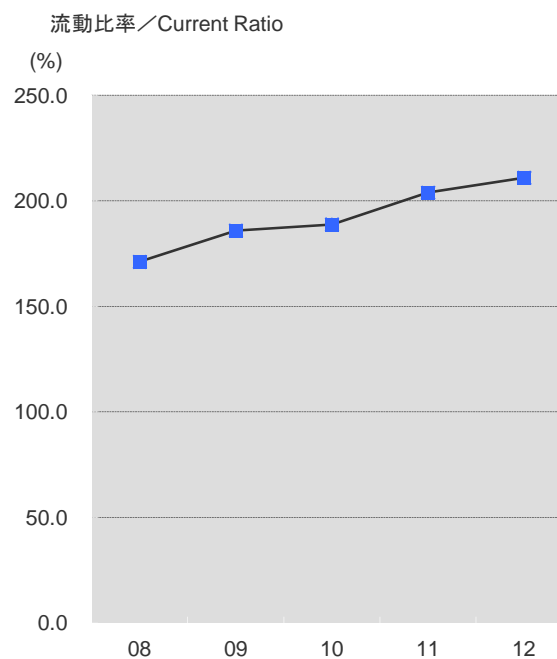
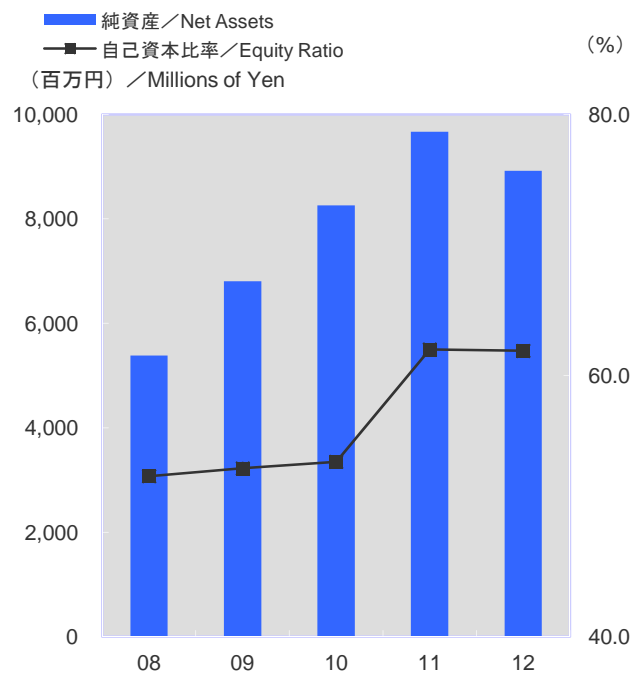
ROE = (当期純利益 ÷ 期中平均自己資本) × 100 / ROE = (Net Income / Average of Beginning and Ending Shareholders' Equity) × 100

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	21,615	25,732	30,836	32,342	29,382
経常利益/Ordinary Income	1,675	2,177	3,132	3,692	1,697
当期純利益/Net Income	563	1,669	1,824	1,797	109
純資産/Net Assets	5,385	6,807	8,259	9,670	8,922
総資産/Total Assets	10,758	12,557	15,091	15,881	13,971

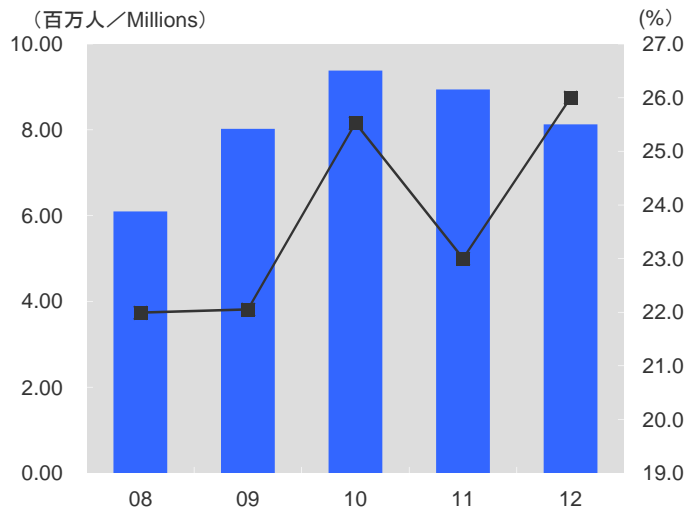
## 安定性／Stability



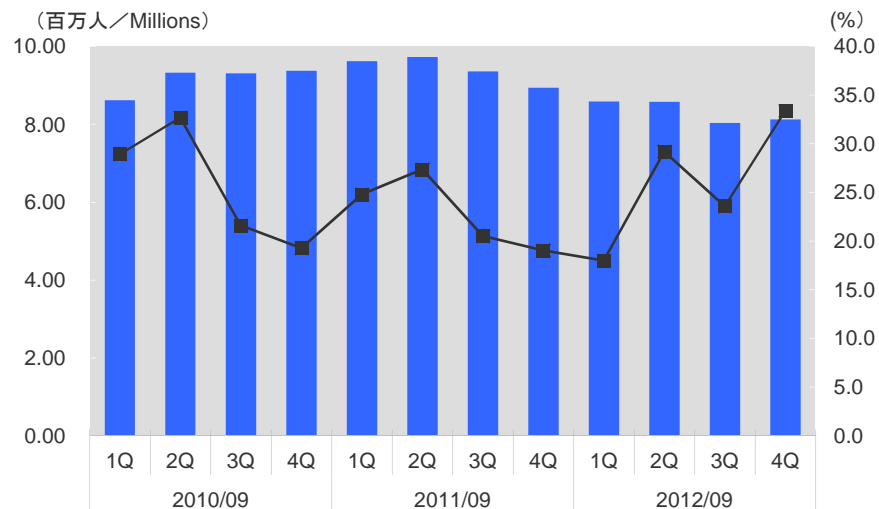
会計年度／Fiscal Year	2008/09	2009/09	2010/09	2011/09	2012/09
自己資本比率／Equity Ratio	52.3	52.9	53.4	62.0	61.9
流動比率／Current Ratio	171.1	185.9	188.8	203.9	210.9
					(百万円)／Millions of Yen
純資産／Net Assets	5,385	6,807	8,259	9,670	8,922
総資産／Total Assets	10,758	12,557	15,091	15,881	13,971
流動資産／Total Current Assets	7,744	9,359	11,872	11,470	9,630
流動負債／Total Current Liabilities	4,525	5,035	6,287	5,626	4,566

## 事業関連情報／Key Indicators

■ 有料会員数／Paying Subscribers



■ 有料会員数／Paying Subscribers



### 会員数推移、広告宣伝費／Paying Subscribers & Advertising and Public Relations

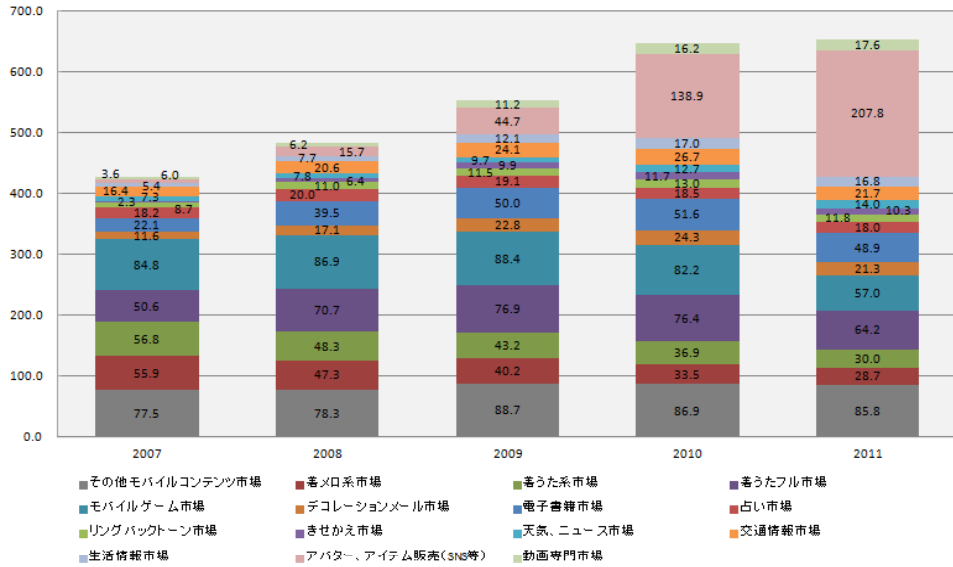
会計年度／ Fiscal Year	(百万人) / Millions				
	2008/09	2009/09	2010/09	2011/09	2012/09
有料会員数／ Paying Subscribers	6.10	8.02	9.38	8.94	8.13
広告宣伝費／ Advertising and Public Relations	4,753	5,674	7,871	7,436	7,651
広告宣伝費率／ Advertising and Public Relations to Net Sales Ratio	22.0	22.1	25.5	23.0	26.0
売上高／ Net Sales	21,615	25,732	30,836	32,342	29,382

(百万人) / Millions

会計年度／ Fiscal Year	2010/09				2011/09				2012/09			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
有料会員数／ Paying Subscribers	8.62	9.33	9.31	9.38	9.62	9.73	9.36	8.94	8.59	8.58	8.04	8.13
広告宣伝費／ Advertising and Public Relations	2,101	2,538	1,703	1,528	1,975	2,293	1,671	1,495	1,348	2,104	1,714	2,483
広告宣伝費率／ Advertising and Public Relations to Net Sales Ratio	28.9	32.7	21.6	19.3	24.8	27.4	20.5	19.0	18.0	29.2	23.6	33.4
売上高／ Net Sales	7,262	7,763	7,882	7,928	7,961	8,379	8,146	7,855	7,485	7,215	7,251	7,429

# 関連市場情報 / Market Information

モバイルコンテンツ市場カテゴリ別市場規模 / Mobile Content Market by Category



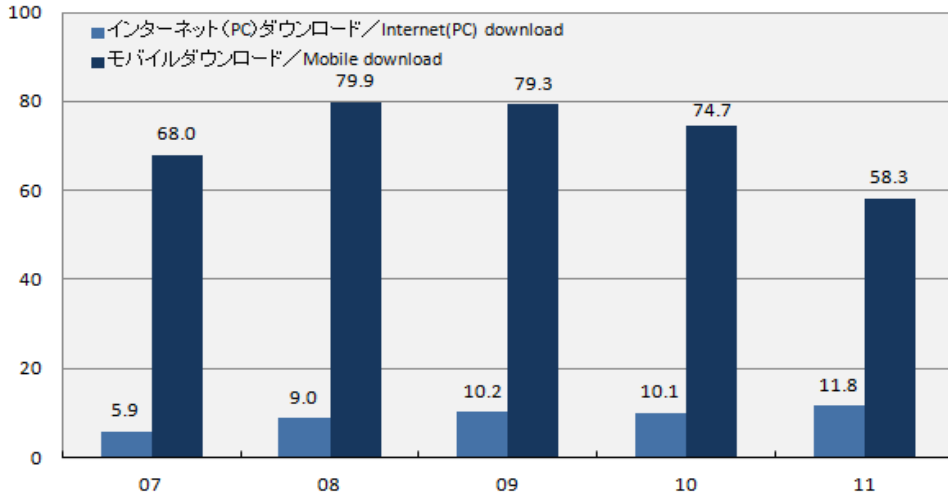
(十億円)	(Billions of Yen)	2007	2008	2009	2010	2011
着メロ系市場	Chaku-mello-related market	55.9	47.3	40.2	33.5	28.7
着うた系市場	Chaku-uta-related market	56.8	48.3	43.2	36.9	30.0
着うたフル市場	Chaku-uta Full market	50.6	70.7	76.9	76.4	64.2
モバイルゲーム市場	Mobile game market	84.8	86.9	88.4	82.2	57.0
デコレーションメール市場	Decorative e-mail market	11.6	17.1	22.8	24.3	21.3
電子書籍市場	e-book market	22.1	39.5	50.0	51.6	48.9
占い市場	Fortune-telling market	18.2	20.0	19.1	18.5	18.0
リングバックトーン市場	Ring back tone market	8.7	11.0	11.5	13.0	11.8
きせかえ市場	dress-up market	2.3	6.4	9.9	11.7	10.3
天気、ニュース市場	Weather forecast, News market	7.3	7.8	9.7	12.7	14.0
交通情報市場	Traffic information market	16.4	20.6	24.1	26.7	21.7
生活情報市場	Lifestyle information market	5.4	7.7	12.1	17.0	16.8
アバター、アイテム販売(SNS等)	Avatar, sales of game item, etc.	6.0	15.7	44.7	138.9	207.8
動画専門市場	Video market	3.6	6.2	11.2	16.2	17.6
その他モバイルコンテンツ市場	Other mobile content market	77.5	78.3	88.7	86.9	85.8
合計	Total	427.2	483.5	552.5	646.5	653.9

※ソーシャルゲーム等市場=2011年に「アバター／アイテム販売(SNS等)」から「ソーシャルゲーム等市場」へ名称変更。  
SNS等の課金、アバター、アイテム等購入可能な道具類を含む。

出所: モバイル・コンテンツ・フォーラム調査 / Source: Mobile Content Forum (MCF) survey

## 有料音楽配信売上高 / Paid Music Distribution Sales

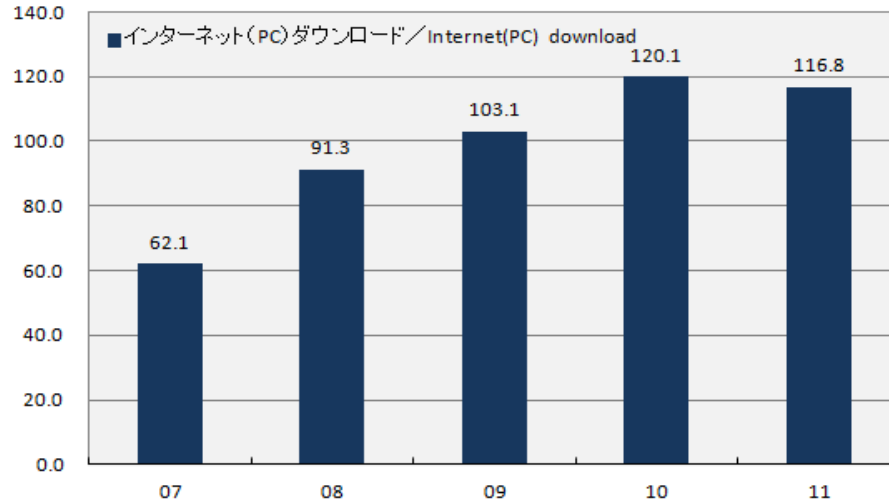
(十億円 / Billions of Yen)



出所: 日本レコード協会調査 / Source: Recording Industry Association of Japan survey

## モバイル広告費 / Mobile Advertising Market

(十億円 / Billions of Yen)



出所: 電通「日本の広告費」をもとに作成 / Source: Based on a "Advertising Expenditures in Japan" report produced by Dents

## 連結貸借対照表／Consolidated Balance Sheets

MTI Ltd. and Consolidated Subsidiaries

September 30, 2008, 2009, 2010, 2011 and 2012

資産の部／Assets

(百万円)／Millions of Yen

会計年度／Fiscal Year

	2008/09	2009/09	2010/09	2011/09	2012/09
<b>流動資産 / Current Assets</b>	7,744	9,359	11,872	11,470	9,630
現金及び預金 / Cash and Deposits	1,442	1,532	3,099	3,108	2,563
売掛金 / Accounts Receivable-Trade	5,441	6,733	7,669	7,633	6,188
商品 / Merchandise	1	—	—	—	—
貯蔵品/Supplies	8	6	25	6	8
前払費用 / Prepaid Expenses	210	293	259	241	322
繰延税金資産 / Deferred Tax Assets	554	658	789	614	377
その他 / Other Current Assets	418	475	362	236	439
貸倒引当金 / Allowance for Doubtful Accounts	(332)	(340)	(333)	(370)	(268)
<b>固定資産 / Fixed Assets</b>	3,014	3,197	3,219	4,411	4,340
<b>有形固定資産 / Tangible Fixed Assets</b>	247	213	229	253	218
建物附属設備 / Leasehold Improvements	271	281	283	313	329
減価償却累計額 / Accumulated Depreciation	(75)	(109)	(137)	(164)	(189)
工具、器具及び備品 / Tools, Furniture and Fixtures	154	158	192	288	315
減価償却累計額 / Accumulated Depreciation	(102)	(117)	(108)	(183)	(236)
<b>無形固定資産 / Intangible Fixed Assets</b>	1,056	1,345	1,522	2,338	2,483
ソフトウェア / Software	1,049	1,338	1,511	2,005	2,255
その他 / Other Intangible Assets	7	6	11	333	228
<b>投資その他の資産 / Investments and Other Assets</b>	1,709	1,638	1,467	1,818	1,639
投資有価証券 / Investments Securities	781	594	324	643	376
敷金及び保証金 / Leasehold Deposits	562	593	594	462	467
繰延税金資産 / Deferred Tax Assets	330	420	508	656	751
その他 / Other	51	39	50	66	54
貸倒引当金 / Allowance for Doubtful Accounts	(17)	(9)	(10)	(10)	(10)
<b>資産の部合計 / Total Assets</b>	10,758	12,557	15,091	15,881	13,971

## 連結貸借対照表／Consolidated Balance Sheets

MTI Ltd. and Consolidated Subsidiaries

September 30, 2008, 2009, 2010, 2011 and 2012

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	2008/09	2009/09	2010/09	2011/09	2012/09
<b>流動負債／Current Liabilities</b>	4,525	5,035	6,287	5,626	4,566
買掛金／Accounts Payable - Trade	1,577	1,974	1,979	1,541	1,233
一年内返済予定の長期借入金／Current Portion of Long-term Debt	200	200	200	200	99
一年内償還予定社債／Corporate Bonds Redeemable within one year	50	—	—	—	62
未払金／Account Payable - other	766	1,123	1,359	1,555	1,964
未払費用／Accrued Expenses	338	347	408	451	329
未払法人税等／Accrued Income Taxes	799	432	1,248	1,044	7
コイン等引当金／Allowance for Coin Usage	628	803	869	497	420
その他／Other Current Liabilities	163	154	220	336	447
<b>固定負債／Noncurrent Liabilities</b>	848	715	544	584	482
社債／Corporate Bonds	—	—	—	—	—
転換社債／Convertible Bonds	—	—	—	61	0
長期借入金／Long-term Debt	699	499	299	99	0
負ののれん／Negative Goodwill	104	95	86	77	67
その他／Other Noncurrent Liabilities	44	120	159	346	414
<b>負債合計／Total Liabilities</b>	5,373	5,750	6,832	6,210	5,049
<b>株主資本／Shareholders' Equity</b>	5,358	6,704	8,125	9,455	8,637
資本金／Common Stock	2,506	2,535	2,562	2,562	2,562
資本剰余金／Capital Surplus	3,016	3,045	3,072	3,072	3,078
利益剰余金／Retained Earnings	335	1,123	2,580	3,819	3,394
自己株式／Treasury Stock	(499)	—	(90)	—	(397)
<b>評価・換算差額等／Unrealized Gain (Loss) and Translation Adjustment</b>	10	42	19	32	7
その他有価証券評価差額金／Unrealized Gain(Loss) on Available-for-sale Securities	10	42	21	25	1
為替換算調整勘定／Translation Adjustment	—	—	(1)	6	5
<b>新株予約権／Stock Acquisition Rights</b>	16	59	113	163	211
<b>少数株主持分／Minority Interests</b>	—	—	—	18	64
<b>純資産合計／Total Net Assets</b>	5,385	6,807	8,259	9,670	8,922
<b>負債・純資産合計／Total Liabilities and Net Assets</b>	10,758	12,557	15,091	15,881	13,971

## 連結損益計算書／Consolidated Statements of Operations

MTI Ltd. and Consolidated Subsidiaries

September 30, 2008, 2009, 2010, 2011 and 2012

(百万円)／Millions of Yen

会計年度／Fiscal Year	2008/09	2009/09	2010/09	2011/09	2012/09
<b>売上高／Net Sales</b>	21,615	25,732	30,836	32,342	29,382
<b>売上原価／Cost of Sales</b>	6,286	7,920	8,415	7,571	5,665
売上総利益／Gross Profit	15,329	17,812	22,421	24,770	23,716
<b>販売費及び一般販管理費／Selling, General and Administrative Expenses</b>	13,602	15,599	19,289	21,067	22,012
営業利益／Operating Income	1,726	2,213	3,131	3,702	1,704
<b>営業外収益／Non-Operating Income</b>	42	18	23	29	30
	3	0	0	0	0
受取配当金／Dividends Income	3	3	3	4	4
その他／Other	35	15	19	25	26
<b>営業外費用／Non-operating expenses</b>	93	54	22	39	37
支払利息／Interest Expense	21	20	17	13	9
持分法による投資損失／Loss on Equity Investments in Affiliates	60	1	—	12	16
その他／Other	11	32	5	13	11
経常利益／Ordinary Income	1,675	2,177	3,132	3,692	1,697
<b>特別利益／Extraordinary Gains</b>	32	26	110	246	0
<b>特別損失／Extraordinary Losses</b>	336	333	188	361	739
<b>税引等調整前当期純利益／Income before Income Taxes</b>	1,371	1,870	3,054	3,578	958
法人税、住民税及び事業税／Income Taxes (Current)	1,061	419	1,434	1,790	686
法人税等調整額／Income Taxes (Deferred)	(253)	(218)	(204)	24	154
<b>少数株主損益調整前当期純利益／Income Before Minority Interests</b>	—	—	—	1,763	117
少数株主損失／Minority Interests (losses)	—	—	—	(34)	8
<b>当期純利益／Net Income</b>	563	1,669	1,824	1,797	109

## 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, 2008, 2009, 2010, 2011 and 2012

会計年度／Fiscal Year	2008/09	2009/09	2010/09	(百万円)／Millions of Yen	
	2011/09	2012/09			
<b>営業活動によるキャッシュ・フロー / Cash Flows from Operating Activities</b>	1,449	1,740	3,175	2,986	2,643
税金等調整前当期純利益 / Income before Income Taxes	1,371	1,870	3,054	3,578	958
減価償却費 / Depreciation	660	872	914	1,167	1,434
投資有価証券評価損 / Loss on Devaluation of Investment Securities	261	19	62	75	291
コイン等引当金の増減額 / Allowance for Coin Usage	286	174	66	(372)	(76)
売上債権の増減額 / Increase in Accounts Receivable - trade	(561)	(1,285)	(935)	87	1,445
仕入債務の増減額 / Increase (Decrease) in Notes and Accounts Payable - Trade	85	397	5	(442)	(312)
未払金の増減額 / Increase in Account Payable - other	(86)	356	236	24	392
法人税等の支払額 / Income Taxes Paid	(742)	(785)	(626)	(2,000)	(1,860)
その他 / Other	175	122	397	869	371
<b>投資活動によるキャッシュ・フロー / Cash Flows from Investing Activities</b>	(1,470)	(1,081)	(1,004)	(2,417)	(2,062)
有形固定資産の取得による支出 / Payment for Tangible Fixed Assets	(97)	(14)	(61)	(60)	(30)
無形固定資産の取得による支出 / Payment for Intangible Fixed Assets	(1,038)	(1,230)	(1,117)	(1,642)	(1,772)
投資有価証券の取得による支出 / Payment for Purchases of Investment Securities	—	—	(44)	(409)	(74)
投資有価証券の売却による収入 / Proceeds from Sales of Investment Securities	—	216	236	8	—
保険販売事業の譲渡による収入 / Proceeds from sales of insurance sales business	—	—	—	—	—
その他 / Other	(335)	(52)	(17)	(313)	(186)
<b>財務活動によるキャッシュ・フロー / Cash Flows from Financing Activities</b>	(11)	(551)	(604)	(619)	(1,167)
長期借入金による収入 / Proceeds from Long-term Debt	1,000	—	—	—	—
長期借入金の返済による支出 / Repayment of Long-term Debt	(100)	(200)	(200)	(200)	(200)
社債の償還による支出 / Redemption of Corporate Bonds	(100)	(50)	—	—	—
株式の発行による収入 / Proceeds from Issuance of Shares	49	58	54	0	0
自己株式の取得による支出 / Payment for Acquisition of Treasury Stock	(756)	(223)	(190)	—	(422)
配当金の支払額 / Dividends Paid	(104)	(135)	(268)	(467)	(534)
<b>現金及び現金同等物に係る換算差額 /</b>	—	—	—	10	—
<b>Foreign Currency Translation Adjustments on Cash and Cash Equivalents</b>					
<b>現金及び現金同等物の増減額 / Net Increase (Decrease) in Cash and Cash Equivalents</b>	(32)	108	1,566	(40)	(545)
<b>現金及び現金同等物の期首残高 / Cash and Cash Equivalents at Beginning of Year</b>	1,474	1,442	1,532	3,099	3,108
<b>新規連結に伴う現金及び現金同等物の増加額 / Net Increase in Cash and Cash Equivalents</b>	—	—	—	50	—
<b>連結除外に伴う現金及び現金同等物の増減額 /</b>	—	(18)	—	—	—
<b>Decrease Resulting from Elimination of a Subsidiary from Scope of Consolidation</b>					
<b>現金及び現金同等物の期末残高 / Cash and Cash Equivalents at End of Year</b>	1,442	1,532	3,099	3,108	2,563



## 株式情報 / Stock Information

株価の推移 / Stock Price Trend



ジャスダック市場 終値ベース / Closing price at JASDAQ

### 株価推移 / Stock Price Trend

会計年度 / Fiscal Year	2008/09	2009/09	2010/09	2011/09	2012/09
高値 / High	243,000	254,400	246,900	186,500	140,100
安値 / Low	89,000	64,500	88,600	97,300	75,000
終値 / Closing Price	117,000	243,000	106,100	99,900	75,000
年間売買高 (株) / Yearly Volume (shares)	161,362	152,464	187,010	291,761	146,849

### 発行済株式数 / Number of Shares Outstanding

会計年度 / Fiscal Year	2008/09	2009/09	2010/09	2011/09	2012/09
期末発行済株式数 / Number of Shares Outstanding at Fiscal Year End	138,880	134,342	134,388	133,688	133,688

### 1株当たりデータ / Per Share Data

会計年度 / Fiscal Year	2008/09	2009/09	2010/09	2011/09	2012/09
1株当たり純資産 / Net Assets per Share	39,567.06	50,227.79	60,929.15	70,973.21	66,868.98
1株当たり当期純利益 / Net Income (Loss) per Share	4,086.52	12,446.91	13,630.48	13,447.41	842.99
1株当たり配当金 / Cash Dividends per Share	1,000	2,000	3,500	4,000	4,000

### 大株主 (上位10名) / Major Shareholders

(2012年9月30日現在 / As of September 30, 2012)

株主名 / Name of Shareholder	持株数 / Shares	議決権比率 / Controlling Share
前多 俊宏 / Toshihiro Maeta	29,314	21.93%
株式会社ケイ・エム・シー / KMC, Inc.	25,240	18.88%
日本トラスティ・サービス信託銀行株式会社 (信託口) / Japan Trustee Service Bank, Ltd. (Trust Account)	6,998	5.23%
株式会社エムティーアイ / MTI Ltd.	4,401	3.29%
ステートストリートバンクアンドトラストカンパニー (常任代理人 株式会社みずほコーポレート銀行決済営業部)	2,517	1.88%
NOMURA PB NOMINEES LIMITED OMNIBUS-MARGIN (CASH PB) (常任代理人 野村證券株式会社)	2,125	1.59%
株式会社昭文社 / Shobunsha Publications, Inc.	1,680	1.26%
資産管理サービス信託銀行株式会社 (年金特金口) / Trust & Custody Services Bank, Ltd. (pension tokkin account)	1,273	0.95%
CGML-IPB CUSTOMER COLLATERAL ACCOUNT (常任代理人 シティバンク銀行株式会社)	1,219	0.91%
株式会社パローズ / BAROWS Inc.	1,216	0.91%

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

	株式数 / Shares	構成比 / (%)
金融 / Financial Institutions	10,888	8.14%
金融商品取引業者 / Securities Companies	2,029	1.52%
その他法人 / Other Corporations	31,658	23.68%
外国法人等 / Foreign Corporations	16,248	12.15%
個人・その他 / Individuals and Other	68,464	51.21%
自己名義株式 / Treasury Stock	4,401	3.29%
合計 / Total	133,688	100.00%

### 株主還元指標 / Shareholder Return Data

会計年度 / Fiscal Year	2008/09	2009/09	2010/09	2011/09	2012/09
配当性向 / Payout Ratio	24.5	16.1	25.7	29.7	474.5
総還元性向 / Return to Shareholders Ratio	158.0	29.5	36.1	29.7	835.7

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 + 自社株買い総額) ÷ 当期純利益 × 100

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

## 会社概要／Corporate Profile

MTI Ltd.

2012年9月30日現在／As of September 30, 2012

<b>商号</b>	株式会社エムティーアイ	<b>Corporate Name</b>	MTI Ltd.
<b>住所</b>	〒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	<b>Head Office</b>	35th Floor, Tokyo Opera City Tower 3-20-2 Nishi-Shinjuku, Shinjuku-ku, Tokyo 163-1435, Japan +81-3-5333-6789
<b>設立</b>	1996年8月12日	<b>Founded</b>	August 12, 1996
	815 名	<b>Number of Employees</b>	815
<b>資本金</b>	2,562 百万円	<b>Paid in Capital</b>	¥2,562 million
<b>決算期</b>	9月30日	<b>Fiscal Year</b>	October 1 - September 30
<b>会社が発行する株式の総数</b>	447,600 株	<b>Number of Shares Authorized</b>	447,600 shares
<b>発行済株式総数</b>	133,688 株	<b>Number of Shares Outstanding</b>	133,688 shares
<b>株主数</b>	5,573 名	<b>Number of Shareholders</b>	5,573
<b>単元株数</b>	1 株	<b>Stock Transaction Unit</b>	1 share
<b>上場市場</b>	ジャスダック	<b>Stock Listing</b>	JASDAQ
<b>証券コード</b>	9438	<b>Stock Code</b>	9438