

Financial Results Briefing for Q3/FY2017

July 31, 2017

Appendix

Consolidated B/S

(Unit: millions of yen)

	As of June 30,2017	As of September 30,2016	Change		As of June 30,2017	As of September 30,2016	Change
Current assets	16,394	20,051	(3,657)	Liabilities	4,273	6,148	(1,875)
Cash and deposit	9,292	12,613	(3,320)	Accounts payable-trade	1,249	1,177	+72
Notes and accounts receivable-trade	6,118	6,163	(45)	Current portion of long-term loans payable	36	-	+36
Other	1,042	1,339	(297)	Account payable-other	1,800	2,290	(490)
Allowance for doubtful accounts	(58)	(65)	+6	Income taxes payable	181	1,343	(1,162)
				Allowance for coin usage	159	188	(29)
				Other	847	1,148	(301)
Non-current assets	6,833	5,102	+1,731	Non-current liabilities	1,303	1,152	+151
Property, plant and equipment	252	179	+73	Long-term loans payable	46	-	+46
Intangible fixed assets	2,550	2,504	+45	Net defined benefit liability	1,215	1,099	+115
Include software	2,461	2,462	(1)	Other	42	53	(10)
Investments and other assets	4,030	2,419	+1,611	Total liabilities	5,577	7,301	(1,723)
Include investment securities	2,483	1,054	+1,429	Capital stock	5,057	5,012	+45
				Capital surplus	5,879	5,834	+45
				Retained earning	9,029	8,727	+301
				Treasury shares	(3,148)	(2,148)	(999)
				Accumulated other comprehensive income	(141)	(119)	(21)
				Subscription rights to shares	289	132	+157
				Non-controlling interests	684	414	+270
				Net assets	17,650	17,852	(202)
Total assets	23,228	25,154	(1,926)	Total liabilities and net assets	23,228	25,154	(1,926)

Trends in Consolidated P/L

(Unit: millions of yen)

	FY2015				FY2016				FY2017		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Net sales	8,209	8,410	8,261	8,579	8,547	8,447	7,924	7,924	7,637	7,648	7,811
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
Gross profit (Ratio)	6,865 83.6%	7,088 84.3%	6,979 84.5%	7,088 82.6%	7,184 84.1%	7,175 84.9%	6,630 83.7%	6,500 82.0%	6,362 83.3%	6,417 83.9%	6,277 80.4%
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
Operating income (Ratio)	1,333 16.2%	774 9.2%	1,420 17.2%	717 8.4%	1,121 13.1%	1,367 16.2%	1,896 23.9%	969 12.2%	1,149 15.0%	925 12.1%	1,139 14.6%
Ordinary income (Ratio)	1,315 16.0%	719 8.5%	1,405 17.0%	704 8.2%	1,117 13.1%	1,317 15.6%	1,894 23.9%	981 12.4%	1,125 14.7%	907 11.9%	1,143 14.6%
Profit attributable to owners of parent (Ratio)	761 9.3%	327 3.9%	855 10.4%	663 7.7%	697 8.2%	727 8.6%	1,195 15.1%	696 8.8%	677 8.9%	(235) (3.1%)	703 9.0%

Trends in Consolidated SG&A

(Unit: millions of yen)

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

Thank you for your attention.

MTI Ltd.

〈Contact us〉

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