

MTG

Under the corporate philosophy of "One Shines, We Shine, All Shines," MTG aims to realize "VITAL LIFE," a healthy, beautiful, and vibrant life for people around the world, as stated in our business vision. We are developing the HEALTH, BEAUTY, and HYGIENE brands and delivering their products and services to the e-commerce market, salon market, retail store market, and the global market.

(the) market (as a concept)	Tokyo Stock Exchange Growth Market	stock code	7806	ISIN	JP3167430002	type of industry	Other Products
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Corporate Information

Company Name	MTG Co., Ltd.
Head Office Location	MTG No.2 Hikari Bldg., 4-13 Honjin-tori, Nakamura-ku, Nagoya, Aichi, 453-0041, Japan
Representative	Tsuyoshi Matsushita, President and Representative Director
Establishment	January 1996
Capital stock	16.7 billion yen
Accounting period	September
Employees (consolidated)	1,413(as of September 30, 2023)

Financial Data (Unit: million yen)

	2021/09	2022/09	2023/09
Net sales	42,799	48,984	60,154
Gross profit after deducting	30,087	31,431	36,859
Selling, general and administrative expenses	26,197	28,193	33,261
Operating income	3,889	3,238	3,597
Ordinary income	4,213	3,724	4,168
Net income attributable to owners of the parent	5,592	2,685	1,984
Gross margin ratio (%)	70.3	64.2	61.3
Operating income ratio (%)	9.1	6.6	6.0
Net income margin (%)	13.1	5.5	3.3
Selling, general and administrative expenses Total	26,197	28,193	33,261
Marketing expenses	8,812	7,955	9,776
Personnel expenses	6,751	7,359	8,285
R&D expenses	1,103	1,436	1,784
Packing and freight expenses	1,299	1,435	1,658
Other expenses	8,230	10,006	11,757
Total assets	46,939	49,942	54,449
Net assets	38,154	41,285	42,712
Cash flows from operating activities	3,927	1,879	2,686
Cash flows from investing activities	△750	△1,876	△2,788
Cash flows from financing activities	△779	1,052	195
Cash and cash equivalents at end of year	15,651	16,529	16,137
Net income per share (yen)	141.76	68.50	50.35
Return on equity (%)	15.7	6.8	4.8
Ordinary income to total assets (%)	9.5	7.7	8.0
Operating income to net sales (%)	9.1	6.6	6.0

Shareholder Information

Shareholder Name	Number of shares held (shares)	Shareholding Ratio (%)
Tsuyoshi Matsushita	17,001,155	43.13
M Corporation	6,360,000	16.13
Custody Bank of Japan, Ltd. (Trust Account)	3,969,200	10.07
MTG Shareholding Association	842,279	2.14
Seigo Kawagoe	611,600	1.55
The Master Trust Bank of Japan ,Ltd. (Trust Account)	578,600	1.47
SAGAWA PRINTING CO.,LTD.	293,600	0.74
Hajime Motojima	242,485	0.62
Koji Nagatomo	241,210	0.61
Mitsutaka Kawashima	241,180	0.61

(As of September 30, 2023)

