

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)	1,331 (as of September 30, 2022)

Financial Data (Unit: million yen)

	2020/09	2021/09	2022/09
Net sales	34,845	42,799	48,984
Gross profit after deducting	25,089	30,087	31,431
Selling, general and administrative expenses	23,869	26,197	28,193
Operating income	1,219	3,889	3,238
Ordinary income	1,672	4,213	3,724
Net income attributable to owners of the parent	1,525	5,592	2,685
Gross margin ratio (%)	72.0	70.2	64.1
Operating income ratio (%)	3.5	9.1	6.6
Net income margin (%)	4.4	13.1	5.5
Selling, general and administrative expenses Total	23,869	26,197	28,193
Marketing expenses	6,185	8,812	7,955
Personnel expenses	6,643	6,751	7,359
R&D expenses	1,462	1,103	1,436
Packing and freight expenses	1,225	1,299	1,435
Other expenses	8,352	8,230	10,006
Total assets	41,622	46,939	49,942
Net assets	33,469	38,154	41,285
Cash flows from operating activities	1,536	3,927	1,879
Cash flows from investing activities	△1,700	△750	△1,876
Cash flows from financing activities	△183	△779	1,052
Cash and cash equivalents at end of year	13,470	15,651	16,529
Net income per share (yen)	38.44	141.76	68.5
Return on equity (%)	4.7	15.7	6.8
Ordinary income to total assets (%)	4.1	9.5	7.7
Operating income to net sales (%)	3.5	9.1	6.6

Shareholder Information

Shareholder Name	Number of shares held (shares)	Shareholding Ratio (%)
Tsuyoshi Matsushita	17,821,470	45.24
M Corporation	6,360,000	16.15
Custody Bank of Japan, Ltd. (Trust Account)	3,216,700	8.17
MTG Shareholding Association	895,074	2.27
Seigo Kawagoe	670,600	1.7
The Master Trust Bank of Japan, Ltd. (Trust Account)	499,200	1.27
Hiroyuki Yoshioka	288,000	0.73
KYOWA Co., Ltd.	271,600	0.69
SAGAWA PRINTING CO.,LTD.	243,600	0.62
Mitsutaka Kawashima	240,300	0.61
Koji Nagatomo	240,300	0.61

(As of September 30, 2022)

