

# ADWAYS INC.

Market: TSE Mothers

Stock Code: 2489

Sector: Internet Services

### Company Profile

Adways is a digital advertising network and game publisher head quartered in Tokyo, Japan. It runs the largest mobile affiliate network in Japan as well as the largest smartphone app distribution network.

### Directors

President and CEO	Haruhisa Okamura
Senior Executive	Yoichi Tanaka

(¥mn)

### Share Data

24/01/2014

Currency	JPY	Volume	3,703,700
Closing price	2,810	Market Cap (¥mn)	113,994
		Shares Outstanding	40,567,500

<http://www.bloomberg.com/quote/2489:JP>

### Full Year FY2013 Earnings Guidance

Net Sales	30,000
Operating Profit	790
Recurring Profit	700
Net Profit	500

### Key Figures

(¥mn)	3Q FY2013 (Cumulative)	3Q FY2012 (Cumulative)	3Q FY2011 (Cumulative)
Net Sales	22,272	15,582	13,490
Gross Profit	3,959	2,766	2,816
SG&A Expenses	3,425	2,509	1,790
Operating Profit	533	257	1,025
Recurring Profit	489	313	1,044
Net Profit	348	274	692

(¥mn)	3Q FY2013 (Cumulative)	3Q FY2012 (Cumulative)	3Q FY2011 (Cumulative)
Total Assets	16,372	8,241	7,419
Total Liabilities	4,912	3,552	2,619
Net Assets	11,459	4,689	4,800
Capital	1,487	1,479	1,478
Shareholders' Equity	11,115	4,611	4,830
Retained Earnings	2,345	1,975	1,688

(¥)	3Q FY2013 (Cumulative)	3Q FY2012 (Cumulative)	3Q FY2011 (Cumulative)
EPS	9.33	7.12	18.28
Dividends per Share (DPS)	-	-	-
Net Assets per Share	280.59	129.81	120.11

(%)	3Q FY2013 (Cumulative)	3Q FY2012 (Cumulative)	3Q FY2011 (Cumulative)
Capital to Assets Ratio	69.5%	56.7%	64.7%

(#)	3Q FY2013 (Cumulative)	3Q FY2012 (Cumulative)	3Q FY2011 (Cumulative)
Number of Employees	1,003	1,116	765

### Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)			
Net Sales	19,191	13,271	11,230
Operating Profit	1,990	1,155	1,254
● Apps and Media (¥mn)			
Net Sales	1,286	1,066	1,435
Operating Profit	-296	19	436
● Overseas Advertising (¥mn)			
Net Sales	1,785	1,238	817
Operating Profit	-150	-132	42
● Other (¥mn)			
Net Sales	9	5	7
Operating Profit	-124	-100	-65

### Shareholder Breakdown by Investor Type (30/09/2013)

Name	Shares Owned	%
Treasury Stock	7,708	9.5
Financial Institutions	3,283	4.0
Securities Companies	3,196	3.9
Domestic Companies	16,590	20.4
Foreign Investors (including institutions)	3,253	4.0
Individuals and Other Investors	47,070	58.0

(before split)

### Major Shareholders(30/09/2013)

Name	Shares Owned	%
Haruhisa Okamura	17,819	21.9
ITOCHU Corporation	16,289	20.0
Adways Inc.	7,708	9.5
Japan Securities Finance	3,274	4.0
Individual Shareholder	1,646	2.0

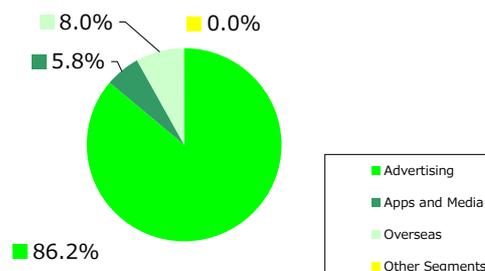
(before split)

### Shareholders Breakdown by Number of Shares (30/09/2013)

Shares	No. of Shareholders	%
Treasury Stock	1	0.0
5,000-	2	0.0
1,000 - 4,999	3	0.0
500 - 999	2	0.0
100 - 499	26	0.3
50 - 99	49	0.6
1 - 49	7,573	98.9

(before split)

### Sales Breakdown by Segment (3Q FY2013)



IR Contacts

<http://ir.adways.net/en/>
[https://secure.adways.net/en/ir\\_inquiry.cgi](https://secure.adways.net/en/ir_inquiry.cgi)

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