

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

Share Data

Share Data		13/5/2014	
Currency	JPY	Volume	1,666,200
Closing price	1,351	Market Cap (¥mn)	55,016
		Shares Outstanding	40,722,500

(http://www.bloomberg.com/quote/2489:JP)

Full Year FY2013 Earnings Guidance

Net Sales	-
Operating Profit	-
Recurring Profit	-
Net Profit	-

Key Figures

(¥mn)	4Q FY2013 (Cumulative)	4Q FY2012 (Cumulative)	4Q FY2011 (Cumulative)
Net Sales	31,521	22,639	18,972
Gross Profit	5,603	4,055	3,804
SG&A Expenses	4,755	3,642	2,484
Operating Profit	847	413	1,320
Recurring Profit	840	429	1,334
Net Profit	551	304	785

Shareholder Breakdown by Investor Type (31/03/2014)

Name	Shares Owned	%
Treasury Stock	0	0.0
Financial Institutions	747,200	1.8
Securities Companies	2,493,604	6.1
Domestic Companies	8,460,700	20.7
Foreign Investors (including institutions)	1,828,600	4.4
Individuals and Other Investors	27,192,396	66.7

(¥mn)	4Q FY2013 (Cumulative)	4Q FY2012 (Cumulative)	4Q FY2011 (Cumulative)
Total Assets	17,748	9,024	7,544
Total Liabilities	5,940	4,180	2,620
Net Assets	11,808	4,843	4,923
Capital	1,489	1,479	1,479
Shareholders' Equity	11,322	4,631	4,924
Retained Earnings	2,548	1,996	1,781

Major Shareholders(31/03/2014)

Name	Shares Owned	%
Haruhisa Okamura	8,147,300	20.0
ITOCHU Corporation	8,144,500	20.0
Japan Securities Finance	713,500	1.7
MATSUI Securities	608,700	1.4
Daiwa Securities	291,500	0.7

(¥mn)	4Q FY2013 (Cumulative)	4Q FY2012 (Cumulative)	4Q FY2011 (Cumulative)
Cash Flow from Operating Activities	868	694	875
Cash Flow from Investment Activities	662	-640	-1,106
Cash Flow from Financing Activities	6,137	-595	597

(¥)	4Q FY2013 (Cumulative)	4Q FY2012 (Cumulative)	4Q FY2011 (Cumulative)
EPS	14.45	8.01	20.45
Dividends per Share (DPS)	-	-	2.16
Net Assets per Share	287.66	133.87	123.14

Shareholders Breakdown by Number of Shares (31/03/2014)

Shares	No. of Shareholders	%
Treasury Stock	0	0.0
500,000-	4	0.0
100,000 - 499,999	15	0.0
50,000 - 99,999	10	0.0
10,000 - 49,999	168	0.4
5,000 - 9,999	332	0.9
1 - 4,999	34,108	98.4

(%)	4Q FY2013 (Cumulative)	4Q FY2012 (Cumulative)	4Q FY2011 (Cumulative)
ROE	6.7%	6.2%	18.6%
Capital to Assets Ratio	66.0%	53.4%	65.3%

(#)	4Q FY2013 (Cumulative)	4Q FY2012 (Cumulative)	4Q FY2011 (Cumulative)
Number of Employees	979	1,100	862

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)			
Net Sales	26,929	19,170	14,608
Operating Profit	2,767	1,768	1,623
● Apps and Media (¥mn)			
Net Sales	1,679	1,571	2,037
Operating Profit	-423	-24	636
● Overseas Advertising (¥mn)			
Net Sales	2,895	1,891	1,314
Operating Profit	-138	-218	36
● Other (¥mn)			
Net Sales	17	5	12
Operating Profit	-181	-142	-94

Sales Breakdown by Segment (Full Year FY2013)

