

# 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

4/11/2016

Currency	JPY	Volume	216,400
Closing price	521	Market Cap (¥mn)	21,665
		Shares Outstanding	41,583,500

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

### Full Year FY2016 Earnings Guidance

Net Sales	41,000 ~ 44,000
Operating Profit	100 ~ 500
Recurring Profit	100 ~ 500
Net Profit	10 ~ 200
Dividends per Share (DPS) (¥)	0.25 ~ 4.91

### Key Figures

(¥mn)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)	2Q FY2014 (Cumulative)
Net Sales	20,322	19,625	17,526
Gross Profit	3,400	3,616	3,257
SG&A Expenses	3,407	3,139	2,663
Operating Profit	-7	477	594
Recurring Profit	-59	519	632
Net Profit	-256	281	385

(¥mn)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)	2Q FY2014 (Cumulative)
Total Assets	18,287	20,124	17,946
Total Liabilities	6,587	6,973	5,754
Net Assets	11,700	13,151	12,192
Capital	1,605	1,605	1,489
Shareholders' Equity	11,459	12,355	11,707
Retained Earnings	2,965	3,453	2,933

(¥mn)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)	2Q FY2014 (Cumulative)
Cash Flow from Operating Activities	-254	142	212
Cash Flow from Investment Activities	-674	-231	-332
Cash Flow from Financing Activities	-152	-172	51

(¥)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)	2Q FY2014 (Cumulative)
EPS	-6.29	6.78	9.46
Dividends per Share (DPS)	-	-	-
Net Assets per Share	284.77	312.08	294.8

(%)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)	2Q FY2014 (Cumulative)
Capital to Assets Ratio	63.4%	64.5%	66.9%

(#)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)	2Q FY2014 (Cumulative)
Number of Employees	1,226	1,132	1,024

### Shareholder Breakdown by Investor Type (30/09/2016)

Name	Shares Owned	%
Treasury Stock	857,600	2.1
Financial Institutions	446,100	1.1
Securities Companies	2,162,351	5.2
Domestic Companies	6,299,000	15.1
Foreign Investors (including institutions)	858,886	2.1
Individuals and Other Investors	30,959,563	74.5

### Major Shareholders(30/09/2016)

Name	Shares Owned	%
Haruhisa Okamura	8,149,300	19.5
ITOCHU Corporation	5,980,700	14.3
Morgan Stanley MUFG Securities	774,753	1.8
MATSUI Securities	293,300	0.7
Tachibana Securities	227,800	0.5

### Shareholders Breakdown by Number of Shares (30/09/2016)

Shares	No. of Shareholders	%
Treasury Stock	1	0.0
500,000-	3	0.0
100,000 - 499,999	7	0.0
50,000 - 99,999	15	0.0
10,000 - 49,999	243	0.7
5,000 - 9,999	437	1.3
1 - 4,999	32,476	97.9

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

● Domestic Advertising (¥mn)			
Net Sales	17,324	15,229	14,600
Operating Profit	1,294	1,380	1,429
● Apps and Media (¥mn)			
Net Sales	323	551	773
Operating Profit	-46	-103	-122
● Overseas Advertising (¥mn)			
Net Sales	2,598	3,746	2,092
Operating Profit	-392	11	34
● Other (¥mn)			
Net Sales	76	98	59
Operating Profit	-128	-159	-130

### Sales Breakdown by Segment

(2Q FY2016)

