

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

Share Data		30/09/2013	
Currency	JPY	Volume	1,587,100
Closing price	825	Market Cap (¥mn)	32,034
% Change (versus Prior Day)	-0.044	Shares Outstanding	40,550,000

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

Full Year FY2013 Earnings Guidance

Net Sales	29,500
Operating Profit	600
Recurring Profit	550
Net Profit	400

Key Figures

(¥mn)	2Q FY2013 (Cumulative)	2Q FY2012 (Cumulative)	2Q FY2011 (Cumulative)
Net Sales	14,490	9,755	8,825
Gross Profit	2,566	1,751	1,725
SG&A Expenses	2,263	1,612	1,162
Operating Profit	303	139	563
Recurring Profit	256	188	575
Net Profit	243	61	347

(¥mn)

Total Assets	10,137	8,121	6,639
Total Liabilities	4,909	3,247	2,780
Net Assets	5,227	4,874	3,859
Capital	1,487	1,479	1,477
Shareholders' Equity	4,901	4,674	3,889
Retained Earnings	2,240	1,759	1,343

(¥mn)

Cash Flow from Operating Activities	339	246	300
Cash Flow from Investment Activities	466	-932	-370
Cash Flow from Financing Activities	27	-314	103

(¥)

EPS	6.73	1.55	9.24
Dividends per Share (DPS)	-	-	-
Net Assets per Share	141.02	127.07	102.69

(%)

Capital to Assets Ratio	51.0%	59.8%	58.1%
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(#)

Number of Employees	1,049	1,106	651
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Shareholder Breakdown by Investor Type (30/09/2013)

Name	No. of Shareholders	%
Treasury Stock	1	0.01
Financial Institutions	3	0.01
Securities Companies	15	0.19
Domestic Companies	40	0.52
Foreign Investors (including institutions)	41	0.53
Individuals and Other Investors	7,556	98.69

(before split)

Major Shareholders(30/09/2013)

Name	Shares Owned	%
Haruhisa Okamura	17,819	22.0
ITTOCHU Corporation	16,289	20.1
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	0.01
5,000-	2	0.02
1,000 - 4,999	3	0.03
500 - 999	2	0.02
100 - 499	26	0.33
50 - 99	49	0.64
1 - 49	7,573	98.92

(before split)

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)

Net Sales	12,500	8,204	7,512
Operating Profit	1,280	689	821

● Apps and Media (¥mn)

Net Sales	888	732	813
Operating Profit	-220	63	181

● Overseas Advertising (¥mn)

Net Sales	1,100	813	494
Operating Profit	-113	-94	27

● Other (¥mn)

Net Sales	0	5	5
Operating Profit	-84	-69	-38

Sales Breakdown by Segment

(2Q FY2013)

