

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

30/07/2013

Currency	JPY	Volume	38,173
Closing price	510,000	Market Cap (¥mn)	41,266
	(before split)	Shares Outstanding	80,915

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

Full Year FY2013 Earnings Guidance

Net Sales	28,500
Operating Profit	450
Recurring Profit	400
Net Profit	240

Key Figures

(¥mn)	1Q FY2013 (Cumulative)	1Q FY2012 (Cumulative)	1Q FY2011 (Cumulative)
Net Sales	6,839	4,476	4,164
Gross Profit	1,182	842	744
SG&A Expenses	1,143	793	581
Operating Profit	39	49	162
Recurring Profit	-8	84	171
Net Profit	-18	20	94

Shareholder Breakdown by Investor Type (31/03/2013)

Name	Shares Owned	%
Treasury Stock	8,018	10.0
Financial Institutions	5,429	6.7
Securities Companies	6,953	8.6
Domestic Companies	17,638	22.0
Foreign Investors (including institutions)	2,332	2.9
Individuals and Other Investors	39,600	49.5

(before split)

(¥mn)			
Total Assets	8,962	8,019	6,023
Total Liabilities	4,025	2,953	2,401
Net Assets	4,936	5,065	3,621
Capital	1,479	1,479	1,477
Shareholders' Equity	4,613	4,861	3,636
Retained Earnings	1,978	1,717	1,090

Major Shareholders(31/03/2013)

Name	Shares Owned	%
Haruhisa Okamura	18,326	22.9
ITOCHU Corporation	16,289	20.3
Treasury Stock	8,018	10.0
Japan Trustee Services Bank	3,281	4.1
MATSUI Securities	2,993	3.7

(before split)

(¥)			(before split)
EPS	-	252.02	1,252.10
Dividends per Share (DPS)	-	-	-
Net Assets per Share	68,081.90	63,142.88	48,178.34

Shareholders Breakdown by Number of Shares (31/03/2013)

Shares	No. of Shareholders	%
Treasury Stock	1	0.0
5,000-	2	0.0
1,000 - 4,999	5	0.1
500 - 999	4	0.1
100 - 499	42	1.5
50 - 99	46	1.6
1 - 49	2,669	96.3

(before split)

(%)			
Capital to Assets Ratio	54.7%	63.0%	60.1%

(#)			
Number of Employees	1,111	1,000	531

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)

Net Sales	5,971	3,601	3,642
Operating Profit	591	303	344

● Apps and Media (¥mn)

Net Sales	458	487	287
Operating Profit	-115	81	45

● Overseas Advertising (¥mn)

Net Sales	409	382	232
Operating Profit	-109	-59	9

● Other (¥mn)

Net Sales	0	4	2
Operating Profit	-38	-32	-10

Sales Breakdown by Segment (1Q FY2013)

