

## ADWAYS INC.

Market: TSE Mothers

Stock Code: 2489

Sector: Internet Services

### Company Profile

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

### Directors

Founder and CEO	Haruhisa Okamura
Senior Executive	Yoichi Tanaka

(¥mn)

### Share Data

12/05/2020

Currency	JPY	Volume	164,300
Closing price	286	Market Cap (¥mn)	11,894
		Shares Outstanding	41,588,500

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

### Full Year FY2020 Earnings Guidance

Net sales	41,662
Operating profit	402
Ordinary profit	418
Profit attributable to owners of parent	137
Basic earnings per share (EPS) (¥)	3.30

### Key Figures

(¥mn)	4Q FY2019 (Cumulative)	4Q FY2018 (Cumulative)	4Q FY2017 (Cumulative)
Net sales	37,304	41,857	41,501
Gross profit	6,504	7,225	7,173
SG&A expenses	6,307	6,503	6,874
Operating profit	197	722	299
Ordinary profit	406	903	575
Profit attributable to owners of parent	164	738	9

(¥mn)

Total assets	18,986	17,820	17,901
Total liabilities	6,537	6,297	6,878
Net assets	12,448	11,523	11,022
Capital stock	1,605	1,605	1,605
Owner's equity	11,783	10,829	10,169
Retained earnings	3,341	3,349	2,689

(¥mn)

Cash flow from operating activities	-1,065	947	1,095
Cash flow from investment activities	-177	-172	188
Cash flow from financing activities	818	-100	-156

(¥)

Basic earnings per share (EPS)	4.16	19.06	0.26
Dividends per share (DPS)	2.50	3.44	2.35
Net assets per share	294.90	293.40	281.05

(%)

ROE	1.4%	6.5%	0.1%
Capital adequacy ratio	64.6%	63.8%	60.8%

(#)

Number of Employees	915	891	1,048
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### Shareholders Breakdown by Investor Types (31/03/2020)

Name	Number of Shares	%
Treasury Stock	0	0
Financial Institutions	1,268,200	3.0
Securities Companies	1,464,072	3.5
Domestic Companies	7,241,300	17.4
Foreign Institutions and Individuals	1,540,309	3.7
Individuals and Others	30,074,619	72.4

### Major Shareholders(31/03/2020)

Name	Number of Shares	%
Haruhisa Okamura	8,149,300	19.6
ITOCHU Corporation	4,000,600	9.6
HAKUHODO DY MEDIA PARTNERS INCORPORATED	2,837,800	6.8
Japan Trustee Services Bank, Ltd.	730,200	1.7
UEDA YAGI TANSHI Co., Ltd.	459,200	1.1

### Shareholders Breakdown by Number of Shares (31/03/2020)

Shares	Number of Shareholders	%
Treasury Stock	0	0.0
500,000-	4	0.0
100,000 - 499,999	16	0.1
50,000 - 99,999	23	0.1
10,000 - 49,999	287	1.3
5,000 - 9,999	493	2.3
1 - 4,999	20,459	96.2

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

#### ● Domestic Advertising (¥mn)

Net sales	33,047	36,977	35,798
Operating profit	2,202	2,613	2,047

#### ● Media contents (¥mn)

Net sales	623	582	686
Operating profit	56	-21	-191

#### ● Overseas (¥mn)

Net sales	3,202	4,084	5,003
Operating profit	-324	-130	25

#### ● Other (¥mn)

Net sales	432	213	13
Operating profit	-100	-84	-237

### Sales Breakdown by Segment

(Full Year FY2019)

