

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

		3/2/2017	
Currency	JPY	Volume	187,800
Closing price	487	Market Cap (¥mn)	20,251
		Shares Outstanding	41,583,500

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

Full Year FY2016 Earnings Guidance

Net Sales	42,310
Operating Profit	131
Recurring Profit	123
Net Profit	-457
Dividends per Share (DPS) (¥)	-11.22

Key Figures

(¥mn)	3Q FY2016 (Cumulative)	3Q FY2015 (Cumulative)	3Q FY2014 (Cumulative)
Net Sales	30,615	28,863	26,038
Gross Profit	5,212	5,340	4,950
SG&A Expenses	5,053	4,798	4,161
Operating Profit	158	542	789
Recurring Profit	119	607	880
Net Profit	-251	252	513

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

(¥mn)

(¥mn)	3Q FY2016 (Cumulative)	3Q FY2015 (Cumulative)	3Q FY2014 (Cumulative)
Total Assets	18,359	19,541	18,175
Total Liabilities	6,581	6,553	5,418
Net Assets	11,777	12,987	12,756
Capital	1,605	1,605	1,496
Shareholders' Equity	11,463	12,325	11,850
Retained Earnings	2,970	3,424	3,061

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

(¥)

EPS	-6.18	6.07	12.62
Dividends per Share (DPS)	-	-	-
Net Assets per Share	286.50	307.93	307.52

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

(%)

Capital to Assets Ratio	63.6%	65.5%	69.0%
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Number of Employees	1,225	1,156	1,068
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Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)

Net Sales	26,337	22,864	21,007
Operating Profit	2,099	2,043	2,026

● Apps and Media (¥mn)

Net Sales	490	793	1,334
Operating Profit	-46	-158	-177

● Overseas Advertising (¥mn)

Net Sales	3,709	5,064	3,588
Operating Profit	-601	-122	44

● Other (¥mn)

Net Sales	77	140	108
Operating Profit	-187	-256	-192

Sales Breakdown by Segment

(3Q FY2016)

