

# 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

12/5/2017

Currency	JPY	Volume	184,300
Closing price	498	Market Cap (¥mn)	20,709
		Shares Outstanding	41,583,500

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

### Full Year FY2017 Earnings Guidance

Net Sales	46,000
Operating Profit	560
Recurring Profit	730
Net Profit attributable to parent company shareholders	220
Dividends per Share (DPS) (¥)	5.68

### Key Figures

(¥mn)	4Q FY2016 (Cumulative)	4Q FY2015 (Cumulative)	4Q FY2014 (Cumulative)
Net Sales	42,329	39,613	35,890
Gross Profit	7,335	7,187	6,891
SG&A Expenses	7,019	6,499	5,834
Operating Profit	315	687	1,057
Recurring Profit	248	744	1,197
Net Profit attributable to parent company shareholders	-450	145	686

(¥mn)

Total Assets	18,316	19,950	19,806
Total Liabilities	7,265	7,461	6,715
Net Assets	11,051	12,489	13,090
Capital	1,605	1,605	1,603
Shareholders' Equity	10,264	11,811	12,235
Retained Earnings	2,771	3,317	3,234

(¥mn)

Cash Flow from Operating Activities	-55	477	1,049
Cash Flow from Investment Activities	-988	-763	-412
Cash Flow from Financing Activities	-1,160	-599	205

(¥)

EPS	-11.11	3.51	16.81
Dividends per Share (DPS)	2.35	2.35	3.36
Net Assets per Share	281.92	302.18	310.44

(%)

ROE	-3.9%	1.2%	5.6%
Capital to Assets Ratio	59.6%	61.7%	65.2%

(#)

Number of Employees	1,184	1,215	1,089
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### Shareholder Breakdown by Investor Type (31/03/2017)

Name	Shares Owned	%
Treasury Stock	2,837,700	6.8
Financial Institutions	139,200	0.3
Securities Companies	1,907,325	4.5
Domestic Companies	4,384,000	10.5
Foreign Investors (including institutions)	1,304,069	3.1
Individuals and Other Investors	31,011,206	74.5

### Major Shareholders(31/03/2017)

Name	Shares Owned	%
Haruhisa Okamura	8,149,300	19.5
ITOCHU Corporation	4,000,600	9.6
Adways Inc.(Treasury Stock)	2,837,700	6.8
Morgan Stanley MUFJ Securities Co., Ltd.	448,849	1.0
Matsui Securities Co., Ltd.	288,900	0.6

### Shareholders Breakdown by Number of Shares (31/03/2017)

Shares	No. of Shareholders	%
Treasury Stock	1	0.0
500,000-	2	0.0
100,000 - 499,999	11	0.0
50,000 - 99,999	18	0.0
10,000 - 49,999	275	0.9
5,000 - 9,999	482	1.6
1 - 4,999	29,219	97.3

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

#### ● Domestic Advertising (¥mn)

Net Sales	35,690	31,584	28,308
Operating Profit	2,975	2,759	2,713

#### ● App, Media (¥mn)

Net Sales	697	1,035	1,848
Operating Profit	-74	-208	-214

#### ● Overseas Advertising (¥mn)

Net Sales	5,860	6,813	5,573
Operating Profit	-830	-194	37

#### ● Other (¥mn)

Net Sales	81	181	160
Operating Profit	-273	-374	-288

### Sales Breakdown by Segment (Full Year FY2016)

