

# 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

Founder and CEO	Haruhisa Okamura
Senior Executive	Yoichi Tanaka

### Share Data

02/11/2017

Currency	JPY	Volume	236,600
Closing price	503	Market Cap (¥mn)	20,917
		Shares Outstanding	41,583,500

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

### FY2017 Consolidated Performance Forecast

Net sales	46,000
Operating profit	560
Ordinary profit	730
Profit attributable to owners of parent	220
Dividends per share (DPS) (¥)	5.68

### Key Figures

(¥mn)	2Q FY2017 (Cumulative)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)
Net sales	21,261	20,322	19,625
Gross profit	3,768	3,400	3,616
SG&A expenses	3,391	3,407	3,139
Operating profit	337	-7	477
Ordinary profit	396	-59	519
Profit attributable to owners of parent	-3	-256	281

(¥mn)	2Q FY2017 (Cumulative)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)
Total assets	17,962	18,287	20,124
Total liabilities	7,049	6,587	6,973
Net assets	10,913	11,700	13,151
Capital stock	1,605	1,605	1,605
Owner's equity	10,783	11,597	12,977
Retained earnings	2,675	2,965	3,453

(¥mn)	2Q FY2017 (Cumulative)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)
Cash flows from operating activities	339	-254	142
Cash flows from investing activities	-178	-674	-231
Cash flows from financing activities	-139	-152	-172

(¥)	2Q FY2017 (Cumulative)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)
Basic earnings per share (EPS)	-0.10	-6.29	6.78
Dividends per share (DPS)	-	-	-
Net assets per share	278.31	284.77	312.08

(%)	2Q FY2017 (Cumulative)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)
Capital adequacy ratio	60.0%	63.4%	64.5%

(#)	2Q FY2017 (Cumulative)	2Q FY2016 (Cumulative)	2Q FY2015 (Cumulative)
Number of employees	1,095	1,226	1,132

### Shareholders Breakdown by Investor Types (30/09/2017)

Name	Number of Shares	%
Treasury Stock	2,837,800	6.8
Financial Institutions	93,800	0.2
Securities Companies	1,949,496	4.6
Domestic Companies	4,292,400	10.3
Foreign Institutions and Individuals	1,467,184	3.5
Individuals and Others	30,942,820	74.4

### Major Shareholders (30/09/2017)

Name	Number of Shares	%
Haruhisa Okamura	8,149,300	19.5
I TOCHU Corporation	4,000,600	9.6
Adways Inc. (Treasury Stock)	2,837,800	6.8
SBI SECURITIES Co.,Ltd.	438,700	1.0
Rakuten Securities, Inc.	325,700	0.7

### Shareholders Breakdown by Number of Shares (30/09/2017)

Shares	Number of Shareholders	%
Treasury Stock	1	0.0
500,000-	2	0.0
100,000 - 499,999	12	0.0
50,000 - 99,999	20	0.0
10,000 - 49,999	284	1.0
5,000 - 9,999	483	1.7
1 - 4,999	27,290	97.1

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

● Domestic Advertising (¥mn)			
Net sales	17,798	17,324	15,229
Operating profit	1,363	1,294	1,380
● App, Media (¥mn)			
Net sales	345	323	551
Operating profit	-61	-46	-103
● Overseas (¥mn)			
Net sales	3,116	2,598	3,746
Operating profit	-137	-392	11
● Other (¥mn)			
Net sales	1	76	98
Operating profit	-130	-128	-159

### Sales Breakdown by Segment (2Q FY2017)

