

# 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

(¥mn)

### Share Data

05/02/2018

Currency	JPY	Volume	818,900
Closing price	658	Market Cap (¥mn)	27,362
		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)	3Q FY2017 (Cumulative)	3Q FY2016 (Cumulative)	3Q FY2015 (Cumulative)
Net sales	30,468	30,615	28,863
Gross profit	5,472	5,212	5,340
SG&A expenses	5,127	5,053	4,798
Operating profit	344	158	542
Ordinary profit	338	119	607
Profit attributable to owners of parent	-122	-251	252

(¥mn)

Total assets	17,141	18,359	19,541
Total liabilities	6,298	6,581	6,553
Net assets	10,843	11,777	12,987
Capital stock	1,605	1,605	1,605
Owner's equity	10,713	11,668	12,804
Retained earnings	2,556	2,970	3,424

(¥)

Basic earnings per share (EPS)	-3.17	-6.18	6.07
Dividends per share (DPS)	-	-	-
Net assets per share	276.52	286.50	307.93

(%)

Capital adequacy ratio	62.5%	63.6%	65.5%
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(#)

Number of employees	1,070	1,225	1,156
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### 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
ITOCHU 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	25,374	26,337	22,864
Operating profit	1,807	2,099	2,043

#### ● App, Media (¥mn)

Net sales	519	490	793
Operating profit	-119	-46	-158

#### ● Overseas (¥mn)

Net sales	4,565	3,709	5,064
Operating profit	-159	-601	-122

#### ● Other (¥mn)

Net sales	8	77	140
Operating profit	-187	-187	-256

### Sales Breakdown by Segment

(3Q FY2017)

