

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

Share Data		11/05/2018	
Currency	JPY	Volume	159,400
Closing price	525	Market Cap (¥mn)	21,834
		Shares Outstanding	41,588,500

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

Full Year FY2018 Earnings Guidance

Net sales	42,000
Operating profit	500
Ordinary profit	500
Profit attributable to owners of parent	190
Dividends per share (DPS) (¥)	4.90

Key Figures

(¥mn)	4Q FY2017 (Cumulative)	4Q FY2016 (Cumulative)	4Q FY2015 (Cumulative)
Net sales	41,501	42,329	39,613
Gross profit	7,173	7,335	7,187
SG&A expenses	6,874	7,019	6,499
Operating profit	299	315	687
Ordinary profit	575	248	744
Profit attributable to owners of parent	9	-450	145

(¥mn)

Total assets	17,921	18,316	19,950
Total liabilities	6,899	7,265	7,461
Net assets	11,022	11,051	12,489
Capital stock	1,605	1,605	1,605
Owner's equity	10,169	10,264	11,811
Retained earnings	2,689	2,771	3,317

(¥mn)

Cash flow from operating activities	1,095	-53	477
Cash flow from investment activities	188	-987	-763
Cash flow from financing activities	-156	-1,164	-599

(¥)

Basic earnings per share (EPS)	0.26	-11.11	3.51
Dividends per share (DPS)	2.35	2.35	2.35
Net assets per share	281.05	281.92	302.18

(%)

ROE	0.1%	-3.9%	1.2%
Capital adequacy ratio	60.8%	59.6%	61.7%

(#)

Number of Employees	1,048	1,184	1,215
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Shareholder Breakdown by Investor Type (31/03/2018)

Name	Shares Owned	%
Treasury Stock	2,837,800	6.8
Financial Institutions	1,402,400	3.3
Securities Companies	1,778,357	4.2
Domestic Companies	4,275,100	10.2
Foreign Institutions and Individuals	1,212,629	2.9
Individuals and Others	30,082,217	72.3

Major Shareholders(31/03/2018)

Name	Shares Owned	%
Haruhisa Okamura	8,149,300	19.5
ITOCHU Corporation	4,000,600	9.6
Adways Inc.(Treasury Stock)	2,837,800	6.8
Morgan Stanley MUFG Securities Co., Ltd.	1,198,300	2.8
Matsui Securities Co., Ltd.	283,800	0.6

Shareholders Breakdown by Number of Shares (31/03/2018)

Shares	No. of Shareholders	%
Treasury Stock	1	0.0
500,000-	3	0.0
100,000 - 499,999	16	0.0
50,000 - 99,999	18	0.0
10,000 - 49,999	274	1.0
5,000 - 9,999	475	1.8
1 - 4,999	25,349	96.9

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)

Net sales	34,684	35,690	31,584
Operating profit	2,202	2,975	2,759

● App, Media (¥mn)

Net sales	686	697	1,035
Operating profit	-191	-74	-208

● Overseas (¥mn)

Net sales	6,117	5,860	6,813
Operating profit	-130	-830	-194

● Other (¥mn)

Net sales	13	81	181
Operating profit	-237	-273	-374

Sales Breakdown by Segment (Full Year FY2017)

