

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

31/07/2018

Currency	JPY	Volume	199,400
Closing price	434	Market Cap (¥mn)	18,047
		Shares Outstanding	41,583,500

<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)	FY2018 Q1 (Cumulative)	FY2017 Q1 (Cumulative)	FY2016 Q1 (Cumulative)
Net sales	11,443	10,694	10,454
Gross profit	2,117	1,854	1,761
SG&A expenses	1,706	1,692	1,765
Operating profit	411	162	-3
Ordinary profit	318	154	-22
Profit attributable to owners of parent	193	-54	-164

(¥mn)	FY2018 Q1 (Cumulative)	FY2017 Q1 (Cumulative)	FY2016 Q1 (Cumulative)
Total assets	18,655	17,587	18,996
Total liabilities	7,631	6,719	6,899
Net assets	11,024	10,868	12,097
Capital stock	1,605	1,605	1,605
Owner's equity	10,895	10,730	11,911
Retained earnings	2,804	2,625	3,057

(¥)	FY2018 Q1 (Cumulative)	FY2017 Q1 (Cumulative)	FY2016 Q1 (Cumulative)
Basic earnings per share (EPS)	5.00	-1.41	-4.04
Dividends per share (DPS)	-	-	-
Net assets per share	281.16	276.94	292.49

(%)	FY2018 Q1 (Cumulative)	FY2017 Q1 (Cumulative)	FY2016 Q1 (Cumulative)
Capital adequacy ratio	58.4%	61.0%	62.7%

(#)	FY2018 Q1 (Cumulative)	FY2017 Q1 (Cumulative)	FY2016 Q1 (Cumulative)
Number of employees	919	1,137	1,244

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)			
Net sales	10,239	8,894	8,715
Operating profit	814	699	660

● App, Media (¥mn)			
Net sales	149	180	172
Operating profit	-65	-26	-21

● Overseas (¥mn)			
Net sales	1,049	1,617	1,520
Operating profit	397	-101	-185

● Other (¥mn)			
Net sales	5	0	46
Operating profit	-47	-65	-71

Shareholders Breakdown by Investor Types (31/03/2018)

Name	Number of Shares	%
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	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
Japan Trustee Services Bank, Ltd.	1,198,300	2.8
Matsui Securities Co., Ltd.	283,800	0.6

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

Shares	Number 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 (FY2018 Q1)

