

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

02/11/2018

Currency	JPY	Volume	1,226,700
Closing price	659	Market Cap (¥mn)	27,407
		Shares Outstanding	41,588,500

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

FY2018 Consolidated Performance Forecast

Net sales	43,000
Operating profit	750
Ordinary profit	800
Profit attributable to owners of parent	350
Dividends per share (DPS) (¥)	9.03

Key Figures

(¥mn)	FY2018 Q2 (Cumulative)	FY2017 Q2 (Cumulative)	FY2016 Q2 (Cumulative)
Net sales	22,488	21,261	20,322
Gross profit	3,920	3,768	3,400
SG&A expenses	3,354	3,391	3,407
Operating profit	566	337	-7
Ordinary profit	525	396	-59
Profit attributable to owners of parent	262	-3	-256

(¥mn)	FY2018 Q2 (Cumulative)	FY2017 Q2 (Cumulative)	FY2016 Q2 (Cumulative)
Total assets	18,366	17,962	18,287
Total liabilities	7,301	7,049	6,587
Net assets	11,065	10,913	11,700
Capital stock	1,605	1,605	1,605
Owner's equity	10,935	10,783	11,597
Retained earnings	2,873	2,675	2,965

(¥mn)	FY2018 Q2 (Cumulative)	FY2017 Q2 (Cumulative)	FY2016 Q2 (Cumulative)
Cash flows from operating activities	601	339	-254
Cash flows from investing activities	-422	-178	-674
Cash flows from financing activities	-93	-139	-152

(¥)	FY2018 Q2 (Cumulative)	FY2017 Q2 (Cumulative)	FY2016 Q2 (Cumulative)
Basic earnings per share (EPS)	6.77	-0.10	-6.29
Dividends per share (DPS)	6.76	-	-
Net assets per share	282.21	278.31	284.77

(%)	FY2018 Q2 (Cumulative)	FY2017 Q2 (Cumulative)	FY2016 Q2 (Cumulative)
Capital adequacy ratio	59.5%	60.0%	63.4%

(#)	FY2018 Q2 (Cumulative)	FY2017 Q2 (Cumulative)	FY2016 Q2 (Cumulative)
Number of employees	908	1,095	1,226

Shareholders Breakdown by Investor Types (30/09/2018)

Name	Number of Shares	%
Treasury Stock	2,837,800	6.8
Financial Institutions	2,119,800	5.1
Securities Companies	2,320,351	5.6
Domestic Companies	4,249,600	10.2
Foreign Institutions and Individuals	3,629,740	8.7
Individuals and Others	26,431,209	63.6

Major Shareholders (30/09/2018)

Name	Number of Shares	%
Haruhisa Okamura	8,149,300	19.6
ITOCHU Corporation	4,000,600	9.6
Adways Inc. (Treasury Stock)	2,837,800	6.8
BNY GCM CLIENT ACCOUNT JPRD AC ISG(FE-AC)	1,765,610	4.2
Japan Trustee Services Bank, Ltd.	1,683,900	4.0

Shareholders Breakdown by Number of Shares (30/09/2018)

Shares	Number of Shareholders	%
Treasury Stock	1	0.0
500,000-	6	0.0
100,000 - 499,999	14	0.1
50,000 - 99,999	16	0.1
10,000 - 49,999	229	1.0
5,000 - 9,999	385	1.7
1 - 4,999	21,588	97.1

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)

Net sales	19,995	17,798	17,324
Operating profit	1,438	1,363	1,294

● App, Media (¥mn)

Net sales	283	345	323
Operating profit	-49	-61	-46

● Overseas (¥mn)

Net sales	2,181	3,116	2,598
Operating profit	6	-137	-392

● Other (¥mn)

Net sales	27	1	76
Operating profit	-40	-130	-128

Sales Breakdown by Segment (2Q FY2018)

