

# 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

		13/05/2019	
Currency	JPY	Volume	647,200
Closing price	390	Market Cap (¥mn)	16219
		Shares Outstanding	41,588,500

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

### Full Year FY2019 Earnings Guidance

Net sales	43,200
Operating profit	730
Ordinary profit	770
Profit attributable to owners of parent	252
Dividends per share (DPS) (¥)	6.52

### Key Figures

(¥mn)	4Q FY2018 (Cumulative)	4Q FY2017 (Cumulative)	4Q FY2016 (Cumulative)
Net sales	41,857	41,501	42,329
Gross profit	7,225	7,173	7,335
SG&A expenses	6,503	6,874	7,019
Operating profit	722	299	315
Ordinary profit	903	575	248
Profit attributable to owners of parent	738	9	-450

(¥mn)	4Q FY2018 (Cumulative)	4Q FY2017 (Cumulative)	4Q FY2016 (Cumulative)
Total assets	17,820	17,901	18,304
Total liabilities	6,297	6,878	7,265
Net assets	11,523	11,022	11,051
Capital stock	1,605	1,605	1,605
Owner's equity	10,829	10,169	10,264
Retained earnings	3,349	2,689	2,771

(¥mn)	4Q FY2018 (Cumulative)	4Q FY2017 (Cumulative)	4Q FY2016 (Cumulative)
Cash flow from operating activities	947	1,095	-53
Cash flow from investment activities	-172	188	-987
Cash flow from financing activities	-100	-156	-1,164

(¥)	4Q FY2018 (Cumulative)	4Q FY2017 (Cumulative)	4Q FY2016 (Cumulative)
Basic earnings per share (EPS)	19.06	0.26	-11.11
Dividends per share (DPS)	3.44	2.35	2.35
Net assets per share	293.40	281.05	281.92

(%)	4Q FY2018 (Cumulative)	4Q FY2017 (Cumulative)	4Q FY2016 (Cumulative)
ROE	6.5%	0.1%	-3.9%
Capital adequacy ratio	63.8%	60.8%	59.7%

(#)	4Q FY2018 (Cumulative)	4Q FY2017 (Cumulative)	4Q FY2016 (Cumulative)
Number of Employees	891	1,048	1,184

### Shareholders Breakdown by Investor Types (31/03/2019)

Name	Number of Shares	%
Treasury Stock	2,837,800	6.8
Financial Institutions	378,000	0.9
Securities Companies	2,509,950	6.0
Domestic Companies	4,268,600	10.3
Foreign Institutions and Individuals	1,037,860	2.5
Individuals and Others	30,556,290	73.5

### Major Shareholders(31/03/2019)

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
Matsui Securities Co., Ltd.	454,100	1.0
Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.	447,200	1.0

### Shareholders Breakdown by Number of Shares (31/03/2019)

Shares	Number of Shareholders	%
Treasury Stock	1	0.0
500,000-	2	0.0
100,000 - 499,999	18	0.0
50,000 - 99,999	27	0.1
10,000 - 49,999	293	1.2
5,000 - 9,999	493	2.0
1 - 4,999	23,309	96.5

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

#### ● Domestic Advertising (¥mn)

Net sales	36,977	35,798	35,690
Operating profit	2,613	2,047	2,975

#### ● App, Media (¥mn)

Net sales	582	686	697
Operating profit	-21	-191	-74

#### ● Overseas (¥mn)

Net sales	4,084	5,003	5,860
Operating profit	-130	25	-830

#### ● Other (¥mn)

Net sales	213	13	81
Operating profit	-84	-237	-273

### Sales Breakdown by Segment (Full Year FY2018)

