

# ADWAYS INC.

Market: TSE Mothers

Stock Code: 2489

Sector: Internet Services

## Company Profile

Adways is a digital advertising network 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

31/07/2020

Currency	JPY	Volume	215,000
Closing price	309	Market Cap (¥mn)	12,851
		Shares Outstanding	41,588,500

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

## Full Year FY2020 Earnings Guidance

Net sales	41,662
Operating profit	402
Ordinary profit	418
Profit attributable to owners of parent	137
Basic earnings per share (EPS) (¥)	3.30

## Key Figures

(¥mn)	FY2020 Q1 (Cumulative)	FY2019 Q1 (Cumulative)	FY2018 Q1 (Cumulative)
Net sales	10,003	9,026	11,443
Gross profit	1,804	1,454	2,117
SG&A expenses	1,615	1,564	1,706
Operating profit	189	-109	411
Ordinary profit	229	-75	318
Profit attributable to owners of parent	178	-266	193

(¥mn)	FY2020 Q1 (Cumulative)	FY2019 Q1 (Cumulative)	FY2018 Q1 (Cumulative)
Total assets	19,137	17,049	18,655
Total liabilities	6,565	5,937	7,631
Net assets	12,572	11,111	11,024
Capital stock	1,605	1,605	1,605
Owner's equity	11,857	10,389	10,285
Retained earnings	3,416	2,910	2,804

(¥)	FY2020 Q1 (Cumulative)	FY2019 Q1 (Cumulative)	FY2018 Q1 (Cumulative)
Basic earnings per share (EPS)	4.30	-6.88	5.00
Dividends per share (DPS)	-	-	-
Net assets per share	297.68	282.55	281.16

(%)	FY2020 Q1 (Cumulative)	FY2019 Q1 (Cumulative)	FY2018 Q1 (Cumulative)
Capital adequacy ratio	64.7%	64.2%	58.4%

(#)	FY2020 Q1 (Cumulative)	FY2019 Q1 (Cumulative)	FY2018 Q1 (Cumulative)
Number of employees	924	914	919

## Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)			
Net sales	8,935	8,092	10,239
Operating profit	697	416	814
● Media contents (¥mn)			
Net sales	146	150	149
Operating profit	11	15	-65
● Overseas (¥mn)			
Net sales	814	705	1,049
Operating profit	-77	-94	0
● Other (¥mn)			
Net sales	106	78	5
Operating profit	-49	-41	-47

## Shareholders Breakdown by Investor Types (31/03/2020)

Name	Number of Shares	%
Treasury Stock	0	0
Financial Institutions	1,268,200	3.0
Securities Companies	1,464,072	3.5
Domestic Companies	7,241,300	17.4
Foreign Institutions and Individuals	1,540,309	3.7
Individuals and Others	30,074,619	72.4

## Major Shareholders(31/03/2020)

Name	Number of Shares	%
Haruhisa Okamura	8,149,300	19.6
ITOCHU Corporation	4,000,600	9.6
HAKUHODO DY MEDIA PARTNERS INCORPORATED	2,837,800	6.8
Japan Trustee Services Bank,Ltd.	730,200	1.7
UEDA YAGI TANSHI Co., Ltd.	459,200	1.1

## Shareholders Breakdown by Number of Shares (31/03/2020)

Shares	Number of Shareholders	%
Treasury Stock	0	0.0
500,000-	4	0.0
100,000 - 499,999	16	0.1
50,000 - 99,999	23	0.1
10,000 - 49,999	287	1.3
5,000 - 9,999	493	2.3
1 - 4,999	20,459	96.2

## Sales Breakdown by Segment

