

## 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

### Share Data

6/11/2020

Currency	JPY	Volume	835,200
Closing price	470	Market Cap (¥mn)	19,546
		Shares Outstanding	41,588,500

(http://www.bloomberg.com/quote/2489:JP)

### Full Year FY2020 Earnings Guidance

Net sales	44,355
Operating profit	824
Ordinary profit	1,010
Profit attributable to owners of parent	525
Basic earnings per share (EPS) (¥)	12.62

### Key Figures

(¥mn)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)	FY2018 Q2 (Cumulative)
Net sales	21,492	18,023	22,488
Gross profit	3,994	2,969	3,920
SG&A expenses	3,311	3,074	3,354
Operating profit	682	-104	566
Ordinary profit	866	-21	525
Profit attributable to owners of parent	591	-227	262

### Shareholders Breakdown by Investor Types (30/09/2020)

Name	Number of Shares	%
Treasury Stock	0	0
Financial Institutions	769,700	1.9
Securities Companies	2,635,413	6.3
Domestic Companies	7,150,300	17.2
Foreign Institutions and Individuals	3,361,580	8.1
Individuals and Others	27,671,507	66.6

(¥mn)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)	FY2018 Q2 (Cumulative)
Total assets	20,474	16,929	18,366
Total liabilities	7,483	5,752	7,301
Net assets	12,991	11,176	11,065
Capital stock	1,605	1,605	1,605
Owner's equity	12,785	11,007	10,935
Retained earnings	3,829	2,949	2,873

### Major Shareholders (30/09/2020)

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
MSIP CLIENT SECURITIES.	874,392	2.1
SBI SECURITIES Co., Ltd.	755,800	1.8

(¥mn)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)	FY2018 Q2 (Cumulative)
Cash flows from operating activities	1,820	-985	601
Cash flows from investing activities	-80	-178	-422
Cash flows from financing activities	-103	-132	-93

(¥)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)	FY2018 Q2 (Cumulative)
Basic earnings per share (EPS)	14.23	-5.87	6.77
Dividends per share (DPS)	-	-	-
Net assets per share	307.42	284.07	282.21

(%)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)	FY2018 Q2 (Cumulative)
Capital adequacy ratio	62.4%	65.0%	59.5%

(#)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)	FY2018 Q2 (Cumulative)
Number of employees	961	900	908

### Shareholders Breakdown by Number of Shares (30/09/2020)

Shares	Number of Shareholders	%
Treasury Stock	0	0.0
500,000-	7	0.0
100,000 - 499,999	17	0.1
50,000 - 99,999	21	0.1
10,000 - 49,999	271	1.4
5,000 - 9,999	427	2.1
1 - 4,999	19,143	96.3

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

● Domestic Advertising (¥mn)

Net sales	18,841	16,159	19,995
Operating profit	1,657	897	1,438

● Media contents (¥mn)

Net sales	337	306	283
Operating profit	28	30	-49

● Overseas (¥mn)

Net sales	2,075	1,330	2,181
Operating profit	-111	-194	6

● Other (¥mn)

Net sales	238	226	27
Operating profit	-76	-39	-40

