

ADWAYS INC.

Market: TSE First Section

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

Share Data		13/5/2021	
Currency	JPY	Volume	1,199,100
Closing price	732	Market Cap (¥mn)	30,500
		Shares Outstanding	41,667,800

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

Full Year FY2020 Earnings Guidance*1

Net sales*2	7,500
Operating profit	490
Ordinary profit	580
Profit attributable to owners of parent	170
Basic earnings per share (EPS) (¥)	4.43

Key Figures

(¥mn)	FY2020 Q4 (Cumulative)	FY2019 Q4 (Cumulative)	FY2018 Q4 (Cumulative)
Net sales	49,020	37,304	41,857
Gross profit	8,767	6,504	7,225
SG&A expenses	7,141	6,307	6,503
Operating profit	1,626	197	722
Ordinary profit	1,866	406	903
Profit attributable to owners of parent	1,422	164	738

(¥mn)

Total assets	23,748	18,986	17,820
Total liabilities	12,525	6,537	6,297
Net assets	11,223	12,448	11,523
Capital stock	1,622	1,605	1,605
Shareholder's equity	10,134	11,783	10,829
Retained earnings	4,659	3,341	3,349

(¥mn)

Cash flows from operating activities	3,418	-1,065	947
Cash flows from investing activities	-130	-177	-172
Cash flows from financing activities	-3,090	818	-100

(¥)

Basic earnings per share (EPS)	34.46	4.16	19.06
Dividends per share (DPS)	8.42	2.50	3.44
Net assets per share	286.58	294.90	293.40

(%)

ROE	12.2	1.4	6.5
Capital adequacy ratio	46.3	64.6	63.8

(#)

Number of employees	913	915	891
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Shareholders Breakdown by Investor Types (31/03/2021)

Name	Number of Shares	%
Treasury Stock	3,312,100	7.9
Financial Institutions	2,294,900	5.5
Securities Companies	1,419,097	3.4
Domestic Companies	7,192,200	17.3
Foreign Institutions and Individuals	1,956,461	4.7
Individuals and Others	25,477,542	61.2

Major Shareholders (31/03/2021)

Name	Number of Shares	%
Haruhisa Okamura	8,149,300	21.3
ITOCHU Corporation	4,000,600	10.4
HAKUHODO DY MEDIA PARTNERS INCORPORATED	2,837,800	7.4
JPMBL RE NOMURA INTERNATIONAL PLC 1 COLL	762,100	2.0
The Master Trust Bank of Japan ,Ltd.	636,500	1.7

Shareholders Breakdown by Number of Shares (31/03/2021)

Shares	Number of Shareholders	%
Treasury Stock	1	0.0
500,000-	6	0.0
100,000 - 499,999	17	0.1
50,000 - 99,999	25	0.1
10,000 - 49,999	229	1.1
5,000 - 9,999	391	1.9
1 - 4,999	19,616	96.8

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)

Net sales	41,747	33,047	36,977
Operating profit	3,555	2,202	2,613

● Media contents (¥mn)

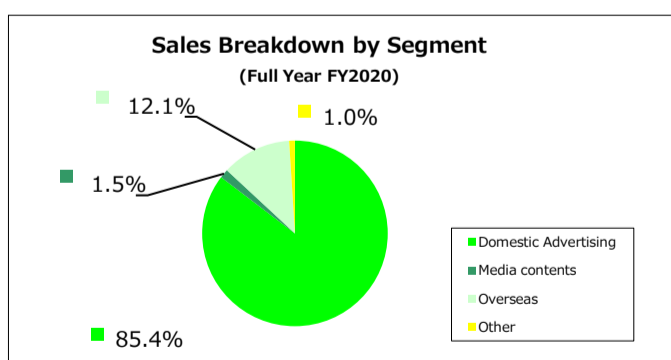
Net sales	756	623	582
Operating profit	49	56	-21

● Overseas (¥mn)

Net sales	5,917	3,202	4,084
Operating profit	-117	-324	-130

● Other (¥mn)

Net sales	599	432	213
Operating profit	-90	-100	-84



*1: Effective from the fiscal year ended December 31, 2021, the Company will be changing the fiscal year end date from March 31 to December 31 as a unified fiscal year end date for the Adways Group. The fiscal period ending December 31, 2021 will be a 9month period for domestic companies and a 12month period for overseas subsidiaries (because the accounting periods of our overseas subsidiaries end in December from before the change).

*2: "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29) has been applied since the beginning of December 2021 (the fiscal year 2021).

The amount of gross profit under the previous standard is roughly the corresponding amount of net sales under the Accounting standard for Revenue Recognition.