

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	Sho Yamada
Senior Executive	Yoichi Tanaka

Share Data

		4/11/2021	
Currency	JPY	Volume	810,800
Closing price	886	Market Cap (¥mn)	36,922
		Shares Outstanding	41,673,100

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

Full Year FY2021 Earnings Guidance*1

Net sales*2	9,000
Operating profit	1,200
Ordinary profit	1,560
Profit attributable to owners of parent	950
Basic earnings per share (EPS) (¥)	24.77

Key Figures

	FY2021 Q2 (Cumulative)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)
Net sales*2	5,764	21,492	18,023
Gross profit	4,646	3,994	2,969
SG&A expenses	3,855	3,311	3,074
Operating profit	791	682	-104
Ordinary profit	1,087	866	-21
Profit attributable to owners of parent	703	591	-227

	FY2021 Q2 (Cumulative)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)
Total assets	21,215	20,474	16,929
Total liabilities	9,582	7,483	5,752
Net assets	11,633	12,991	11,176
Capital stock	1,630	1,605	1,605
Shareholder's equity	10,530	12,785	11,007
Retained earnings	5,040	3,829	2,949

	FY2021 Q2 (Cumulative)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)
Cash flows from operating activities	-418	1,820	-985
Cash flows from investing activities	137	-80	-178
Cash flows from financing activities	-309	-103	-132

	FY2021 Q2 (Cumulative)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)
Basic earnings per share (EPS)	18.33	14.23	-5.87
Dividends per share (DPS)	-	-	-
Net assets per share	296.14	307.42	284.07

	FY2021 Q2 (Cumulative)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)
Capital adequacy ratio	53.5%	62.4%	65.0%

	FY2021 Q2 (Cumulative)	FY2020 Q2 (Cumulative)	FY2019 Q2 (Cumulative)
Number of employees	992	961	900

Shareholders Breakdown by Investor Types (30/9/2021)

Name	Number of Shares	%
Treasury Stock	3,312,100	7.9
Financial Institutions	3,964,800	9.5
Securities Companies	2,156,756	5.2
Domestic Companies	7,155,000	17.2
Foreign Institutions and Individuals	1,743,043	4.2
Individuals and Others	23,341,401	56

Major Shareholders (30/09/2021)

Name	Number of Shares	%
Haruhisa Okamura	8,149,300	21.2
Itochu Corporation	4,000,600	10.4
The Master Trust Bank of Japan ,Ltd.	3,129,600	8.2
HAKUHODO DY MEDIA PARTNERS INCORPORATED□	2,837,800	7.4
SBI SECURITIES Co.,Ltd.	625,872	1.6

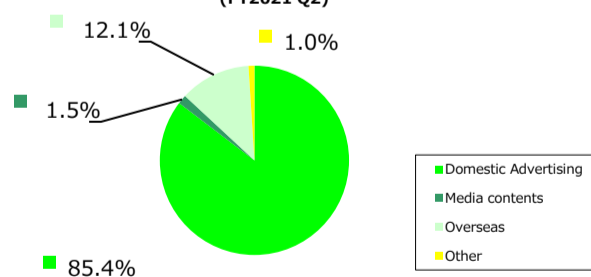
Shareholders Breakdown by Number of Shares (30/09/2021)

Shares	Number of Shareholders	%
Treasury Stock	1	0.0
500,000-	6	0.0
100,000 - 499,999	13	0.1
50,000 - 99,999	24	0.1
10,000 - 49,999	210	1.1
5,000 - 9,999	339	1.8
1 - 4,999	18,017	96.9

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)			
Net sales*2	3,211	18,841	16,159
Operating profit	1,694	1,657	897
● Media contents (¥mn)			
Net sales*2	143	337	306
Operating profit	38	28	30
● Overseas (¥mn)			
Net sales*2	2,097	2,075	1,330
Operating profit	61	-111	-194
● Other (¥mn)			
Net sales*2	313	238	226
Operating profit	36	-76	-39

Sales Breakdown by Segment (FY2021 Q2)



*1: Effective from the fiscal year ended December 31, 2021, the Company has changed 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 is 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.