

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

Share Data		2/10/2022	
Currency	JPY	Volume	572,200
Closing price	768	Market Cap (¥mn)	32,258
		Shares Outstanding	42,003,700

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

Full Year FY2022 Earnings Guidance

Net sales*2	13,500
Operating profit	1,100
Ordinary profit	1,400
Profit attributable to owners of parent	700
Basic earnings per share (EPS) (¥)	16.74

(¥mn)

Key Figures

(¥mn)	FY2021*1 (Cumulative)	FY2020 Q4 (Cumulative)	FY2019 Q4 (Cumulative)
Net sales*2	9,697	49,020	37,304
Gross profit	7,958	8,767	6,504
SG&A expenses	6,659	7,141	6,307
Operating profit	1,298	1,626	197
Ordinary profit	1,699	1,866	406
Profit attributable to owners of parent	1,029	1,422	164

(¥mn)	FY2021*1 (Cumulative)	FY2020 Q4 (Cumulative)	FY2019 Q4 (Cumulative)
Total assets	25,274	23,748	18,986
Total liabilities	10,336	12,525	6,537
Net assets	14,937	11,223	12,448
Capital stock	1,716	1,622	1,605
Shareholder's equity	13,862	10,134	11,783
Retained earnings	5,366	4,659	3,341

(¥mn)	FY2021*1 (Cumulative)	FY2020 Q4 (Cumulative)	FY2019 Q4 (Cumulative)
Cash flows from operating activities	924	3,418	-1,065
Cash flows from investing activities	-217	-130	-177
Cash flows from financing activities	2,670	-3,090	818

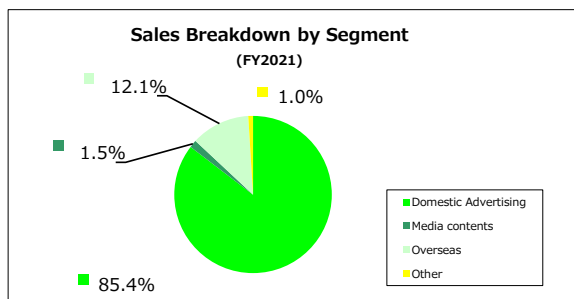
(¥)	FY2021*1 (Cumulative)	FY2020 Q4 (Cumulative)	FY2019 Q4 (Cumulative)
Basic earnings per share (EPS)	26.53	34.46	4.16
Dividends per share (DPS)	5.17	8.42	2.50
Net assets per share	349.64	286.58	294.90

(%)	FY2021*1 (Cumulative)	FY2020 Q4 (Cumulative)	FY2019 Q4 (Cumulative)
ROE	8.0	12.2	1.4
Capital adequacy ratio	57.8	46.3	64.6

(#)	FY2021*1 (Cumulative)	FY2020 Q4 (Cumulative)	FY2019 Q4 (Cumulative)
Number of employees	1,032	913	915

Sales Breakdown by Segment (Outside Sales Only)

● Domestic Advertising (¥mn)			
Net sales*2	5,245	41,747	33,047
Operating profit	2,533	3,555	2,202
● Media contents (¥mn)			
Net sales*2	221	756	623
Operating profit	56	49	56
● Overseas (¥mn)			
Net sales*2	3,675	5,917	3,202
Operating profit	335	-117	-324
● Other (¥mn)			
Net sales*2	555	599	432
Operating profit	-45	-90	-100



*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.