

ADWAYS INC.

Market: TSE Prime Market

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

CEO	Sho Yamada
Senior Executive	Yoichi Tanaka

(¥mn)

Share Data

03/08/2022

Currency	JPY	Volume	255,800
Closing price	708	Market Cap (¥mn)	29,738
		Shares Outstanding	42,003,700

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

Full Year FY2022 Earnings Guidance*1

Net sales*2	13,800
Operating profit	1,420
Ordinary profit	1,690
Profit attributable to owners of parent	1,360
Basic earnings per share (EPS) (¥)	33.73

Key Figures*1

	FY2022 Q2		
	Jan - Jun 2022 (Cumulative)	FY2021 Q2 Apr - Sep 2021 (Cumulative)	FY2020 Q2 Apr - Sep 2020 (Cumulative)
Net sales*2	6,731	5,764	21,492
Gross profit	5,393	4,646	3,994
SG&A expenses	4,443	3,855	3,311
Operating profit	949	791	682
Ordinary profit	709	1,087	866
Profit attributable to owners of parent	955	703	591

(¥mn)

Total assets	26,824	21,215	20,474
Total liabilities	11,027	9,582	7,483
Net assets	15,797	11,633	12,991
Capital stock	1,716	1,630	1,605
Shareholder's equity	12,952	10,530	12,270
Retained earnings	6,098	5,040	3,829

(¥mn)

Cash flows from operating activities	1,445	-418	1,820
Cash flows from investing activities	746	137	-80
Cash flows from financing activities	-1,861	-309	-103

(¥)

Basic earnings per share (EPS)	23.71	18.33	14.23
Dividends per share (DPS)	-	-	-
Net assets per share	388.95	296.14	307.42

(%)

Capital adequacy ratio	57.4%	53.5%	62.4%
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(#)

Number of employees	1,065	992	961
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Shareholders Breakdown by Investor Types (30/6/2022)

Name	Number of Shares	%
Treasury Stock	2,394,931	5.7
Financial Institutions	4,978,200	11.9
Securities Companies	1,243,442	3.0
Domestic Companies	10,729,801	25.5
Foreign Institutions and Individuals	1,229,454	2.9
Individuals and Others	21,427,872	51.0

Major Shareholders (30/6/2022)

Name	Number of Shares	%
Haruhisa Okamura	8,149,300	20.6
ITOCHU Corporation	4,000,600	10.1
HAKUHODO DY HOLDINGS INCORPORATED	3,639,100	9.2
The Master Trust Bank of Japan, Ltd. (trust account)	3,293,300	8.3
HAKUHODO DY MEDIA PARTNERS INCORPORATED	2,837,800	7.2

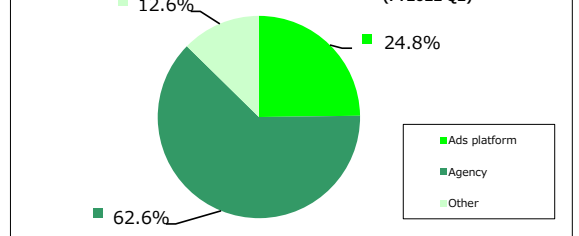
Shareholders Breakdown by Number of Shares (30/6/2022)

Shares	Number of Shareholders	%
Treasury Stock	1	0.0
500,000-	7	0.0
100,000 - 499,999	11	0.1
50,000 - 99,999	19	0.1
10,000 - 49,999	165	1.0
5,000 - 9,999	285	1.7
1 - 4,999	15,899	97.1

Sales Breakdown by Segment (Outside Sales Only)*3

● Ads platform (¥mn)			
Net sales	1,667	1,316	-
Operating profit	768	643	-
● Agency (¥mn)			
Net sales	4,214	3,843	-
Operating profit	1,175	1,144	-
● Other (¥mn)			
Net sales	849	605	-
Operating profit	57	22	-

Sales Breakdown by Segment (FY2022 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.

-Due to a change in the accounting period starting from FY2021, year-on-year quarterly comparisons are made with reference to FY2021 Q2 (April to September 2021), and FY2020 Q2 (April to September 2020).

-In FY2020 and FY2021, overseas group companies have been consolidated from January to June, and domestic group companies have been consolidated from April to September.

*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.

*3: "Domestic Advertising", "Media contents", and "Overseas" were changed to "Ads platform" and "Agency", as of FY2022 Q1.

"Agency": ... Comprehensive app & web marketing support business.

*"Ads platform": ... UNICORN, affiliate ad service business etc.