



**Securities code: 3657**  
**Abbreviation: Pole HD**  
**December 6, 2019**

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## **Poletowin Pitcrew Holdings, Inc.**

### **Supplementary Information to the Financial Results**

### **for the Nine Months Ended October 31, 2019**

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#### **【Summary】**

Net sales:	¥ 18,843 million ( 4.3% increase QoQ)
Operating profit:	¥ 2,569 million ( 6.8% increase QoQ)
Net income:	¥ 1,475 million ( 3.1% increase QoQ)

#### **<Testing/Verification & Evaluation Business >**

- Domestic sales improved.
- Orders for outsourcing services for amusement equipment increased.
- Group synergy increased cross-selling (Overseas service & Internet support service)for domestic game makers.
- Due to rise of yen and other factors, overseas sales and profit decreased.

#### **<Internet Supporting Business>**

- Services for new business areas expanded.
- Orders for outsourcing services for EC, AI, and QR code settlement increased.

**<Other Business> Restructuring of other businesses resulted in profit improvement.**

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# 1-1. Overview of Consolidated Financial Results for the Nine Months Ended October 31, 2019

Units: ¥ million (Amounts less than ¥1 million omitted)

	FY2020.1 Nine Months Ended October 31, 2019		FY2019.1 Nine Months Ended October 31, 2018		Change	
	Results	Margin	Results	Margin	Change	Margin
Net sales	<b>18,843</b>	- %	<b>18,072</b>	- %	<b>+771</b>	<b>+4.3%</b>
Operating profit	<b>2,569</b>	13.6%	<b>2,405</b>	13.3%	<b>+163</b>	<b>+6.8%</b>
Ordinary profit	<b>2,481</b>	13.2%	<b>2,344</b>	13.0%	<b>+137</b>	<b>+5.9%</b>
Profit attributable to owners of parent	<b>1,475</b>	7.8%	<b>1,430</b>	7.9%	<b>+44</b>	<b>+3.1%</b>

\*Percentages rounded down to one decimal place

## 1-2. Segment Overviews for the Nine Months Ended October 31, 2019

### Testing/Verification & Evaluation Business

**Net Sales ¥14,196 million (75.3% of net sales)**

	FY2020.1 3Q	FY2019.1 3Q	Change YoY	
			Change	Margin
Net sales	<b>14,196</b>	<b>14,041</b>	<b>+154</b>	<b>+1.1%</b>
Operating profit	<b>2,349</b>	<b>2,445</b>	<b>(95)</b>	<b>(3.9%)</b>
Operating margin	<b>16.5%</b>	<b>17.4%</b>	<b>(0.9%)</b>	<b>-</b>

Units: ¥ million (Amounts less than ¥1 million omitted)

\*Percentages rounded down to one decimal place

### Internet Supporting Business

**Net Sales ¥4,481 million (23.8% of net sales)**

	FY2020.1 3Q	FY2019.1 3Q	Change YoY	
			Change	Margin
Net sales	<b>4,481</b>	<b>3,795</b>	<b>+686</b>	<b>+18.1%</b>
Operating profit	<b>193</b>	<b>164</b>	<b>+28</b>	<b>+17.3%</b>
Operating margin	<b>4.3%</b>	<b>4.3%</b>	<b>(0.0%)</b>	<b>-</b>

Units: ¥ million (Amounts less than ¥1 million omitted)

\*Percentages rounded down to one decimal place

# 1-3. Quarterly Net Sales and Operating Profit

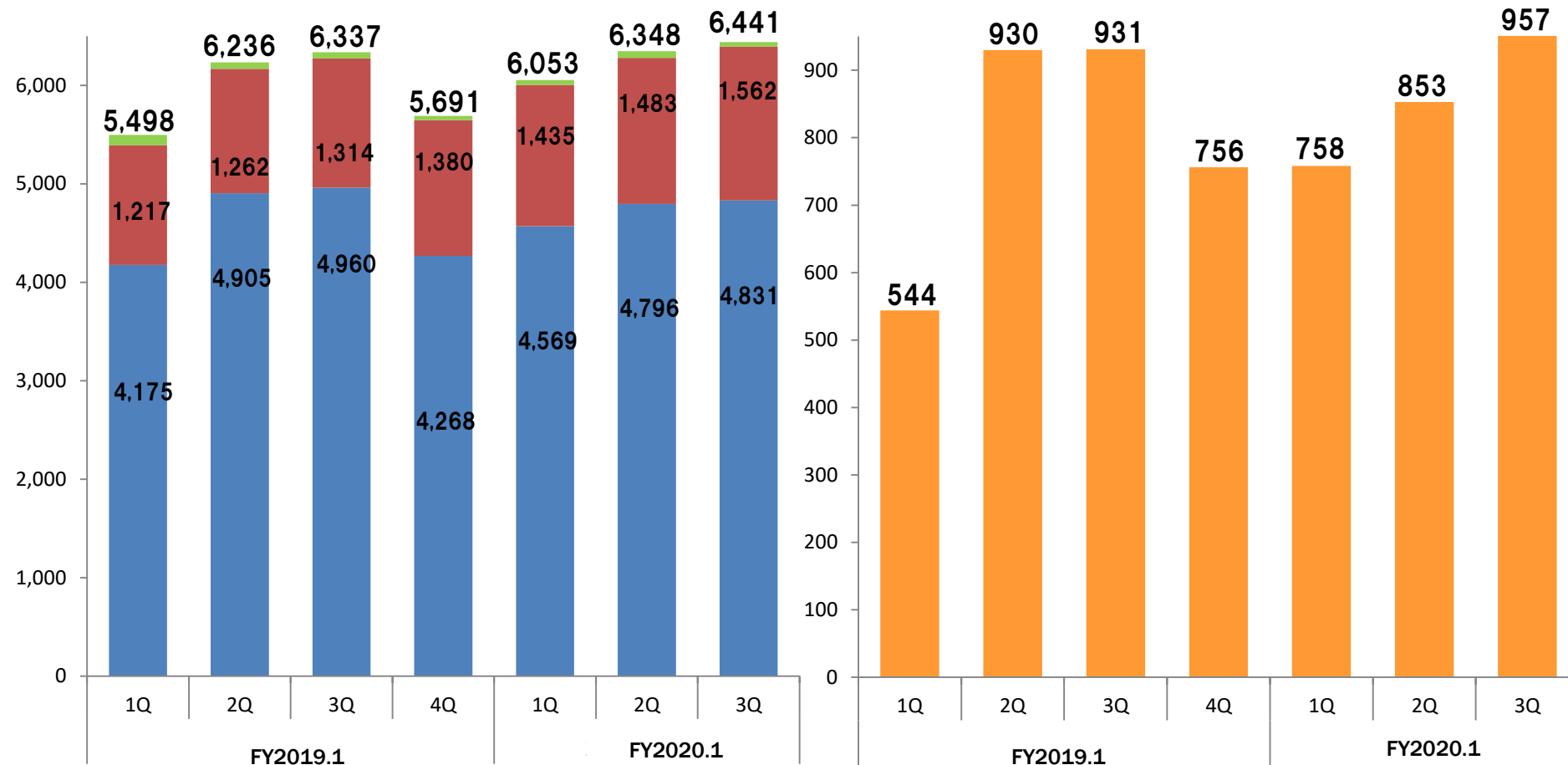
Units: ¥ million (Amounts less than ¥1 million omitted)

■ Testing/Verification & Evaluation Business  
 ■ Internet Monitoring Business  
 ■ Others

## Quarterly sales

Units: ¥ million (Amounts less than ¥1 million omitted)

## Quarterly operating profit



Note: Quarterly sales and operating profit are internal management figures provided as reference information

## 1-4. Financial Position: Consolidated Balance Sheets

Units: ¥ million (Amounts less than ¥1 million omitted)

	October 31, 2019	Jan. 31, 2019	Change
<b>Total current assets</b>	<b>14,199</b>	<b>12,863</b>	<b>+1,336</b>
<b>Cash and deposits</b>	<b>10,177</b>	<b>9,345</b>	<b>+831</b>
<b>Total property, plant and equipment</b>	<b>670</b>	<b>650</b>	<b>+20</b>
<b>Total intangible assets</b>	<b>820</b>	<b>998</b>	<b>(177)</b>
<b>Investments and other assets</b>	<b>1,346</b>	<b>1,030</b>	<b>+316</b>
<b>Total non-current assets</b>	<b>2,837</b>	<b>2,678</b>	<b>+159</b>
<b>Total assets</b>	<b>17,037</b>	<b>15,542</b>	<b>+1,495</b>
<b>Total current liabilities</b>	<b>3,028</b>	<b>2,670</b>	<b>+358</b>
<b>Total non-current liabilities</b>	<b>242</b>	<b>173</b>	<b>+68</b>
<b>Total liabilities</b>	<b>3,270</b>	<b>2,844</b>	<b>+426</b>
<b>Total net assets</b>	<b>13,766</b>	<b>12,697</b>	<b>+1,068</b>
<b>Capital stock</b>	<b>1,237</b>	<b>1,237</b>	<b>+0</b>
<b>Capital surplus</b>	<b>2,377</b>	<b>2,377</b>	<b>+0</b>
<b>Retained earnings</b>	<b>10,393</b>	<b>9,334</b>	<b>+1,059</b>
<b>Treasury shares</b>	<b>(169)</b>	<b>(170)</b>	<b>+0</b>
<b>Total liabilities and net assets</b>	<b>17,037</b>	<b>15,542</b>	<b>+1,495</b>

## 2-1. Consolidated Forecasts for the Year Ending January 31, 2020

Units (except for per-share figures): ¥ million (Amounts less than ¥1 million omitted)

	Fiscal 2020 Forecasts	Fiscal 2019 Results	YoY change	
			Amount	%
Net sales	<b>26,217</b>	<b>23,763</b>	<b>+2,454</b>	<b>+10.3%</b>
Operating profit	<b>3,179</b>	<b>3,162</b>	<b>+17</b>	<b>+0.5%</b>
Ordinary profit	<b>3,150</b>	<b>3,082</b>	<b>+68</b>	<b>+2.2%</b>
Profit attributable to owners of parent	<b>2,045</b>	<b>1,839</b>	<b>+206</b>	<b>+11.2%</b>
Net income per share	<b>¥53.65</b>	<b>¥49.97</b>	<b>¥+3.68</b>	<b>—</b>
Cash dividends per share	<b>¥12</b>	<b>¥11</b>	<b>¥+1</b>	<b>—</b>

Percentages rounded down to one decimal place

## 2-2. Progress of Consolidated Forecasts for the Year Ending January 31, 2020

Units: ¥ million (Amounts less than ¥1 million omitted)

	Results For the Nine Months Ended October 31, 2019	FY2020.1	
		Forecast	Progress
Net sales	<b>18,843</b>	<b>26,217</b>	71.9%
Operating profit	<b>2,569</b>	<b>3,179</b>	80.8%
Ordinary profit	<b>2,481</b>	<b>3,150</b>	78.8%
Profit attributable to owners of parent	<b>1,475</b>	<b>2,045</b>	72.1%

Percentages rounded down to one decimal place



## 2-3. Shareholder Returns (Forecast of Cash Dividends per Share)

### Dividend policy

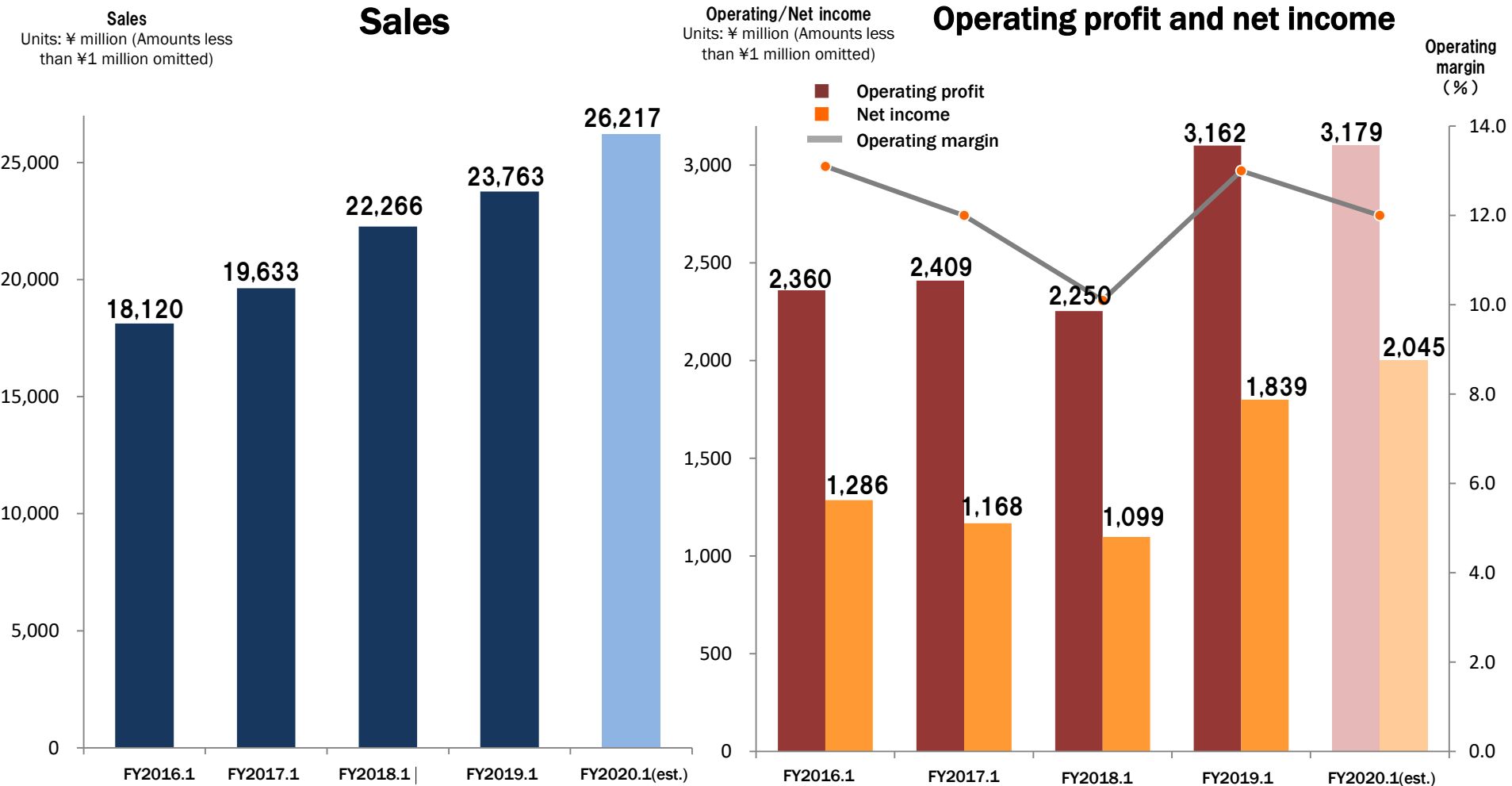
**Target payout ratio of 25%** to consolidated net income

### Yearly dividends per share

FY2017.1	→	FY2018.1	→	FY2019.1	→	FY2020.1 Forecast
¥9.5/share		¥9.5/share		¥11/share		¥12/share

(Note) The Group conducted a two-for-one split of its common shares effective as of January 1, 2019. For the dividend amount for fiscal year ended before January 31, 2018, the amount is displayed with retroactive adjustments made reflecting the two-for-one share split.

## 2-4. Consolidated Fiscal Performance and Plan



Note: FY2020.1 estimates are forecasts disclosed on March 11, 2019.

## 3-1. Corporate Profile

( As of October 31, 2019 )

<b>Company Name</b>	Poletowin Pitcrew Holdings, Inc.	
<b>Representatives</b>	Tamiyoshi Tachibana, Chairman Teppei Tachibana, President & CEO	
<b>Head Office</b>	11th Floor, Shinjuku NS Building, 2-4-1, Nishi-Shinjuku, Shinjuku-ku, Tokyo 163-0811, Japan	
<b>Date Established</b>	February 2, 2009	
<b>Capital</b>	¥1,237 million (As of January 31, 2019)	
<b>Stock Exchange/ Securities Code</b>	Tokyo Stock Exchange (First Section) (Securities Code: 3657 Abbreviation: Pole HD)	
<b>Business Description</b>	<p>Operations ancillary and pertaining to the control and management of business activities of the Company and the entire Group encompassed 27 consolidated subsidiaries and 1 affiliated company accounted for by the equity-method.</p> <p>Major Group businesses</p> <ol style="list-style-type: none"> <li>1. Testing/Verification &amp; Evaluation Business Detecting defects (finding bugs) in support of enhancing the quality of software and hardware</li> <li>2. Internet Supporting Business Detecting fraud and illegal or harmful information on the Internet to help websites operate soundly</li> <li>3. Others Including medical related service, publishing and media businesses</li> </ol>	
<b>Consolidated Financial Results (Fiscal 2019)</b>	Net Sales: ¥23,763 million Ordinary Income: ¥3,082 million Net Income: ¥1,839 million	No. of Employees on Consolidated Basis: 3,793 (including 1,575 full-time employees as of January 31, 2019)

## 3-2. Group Composition

(As of October 31, 2019)

### Poletowin Pitcrew Holdings, Inc.

Testing/Verification & Evaluation Business

Pole To Win Co., Ltd.

QaaS Co., Ltd.

Pole To Win International Limited

Pole To Win Networks Co., Ltd.  
 QBIST Inc.  
 GAME MASTER Inc.  
 ENTALIZE CO., LTD.  
 CrossFunction Co., Ltd.  
 CREST JOB Inc (affiliated company accounted by the equity-method)

Pole To Win Shanghai Co., Ltd.  
 Pole To Win America, Inc.  
 Pole To Win Singapore Pte. Ltd.  
 Pole To Win Europe Glasgow Limited  
 Pole To Win India Private Limited  
 Pole To Win UK Limited  
 Pole To Win Korea Co., Ltd.  
 Side UK Limited  
 Pole To Win Romania SRL.  
 Pole To Win (Malaysia) Sdn. Bhd.  
 SIDE LA, LLC  
 Pole To Win Canada, Inc.

Others

Pacer CO., Ltd.

Daiichi Shorin Co., Ltd.  
 IMAid Inc.  
 Palabra Inc.

Internet Supporting Business

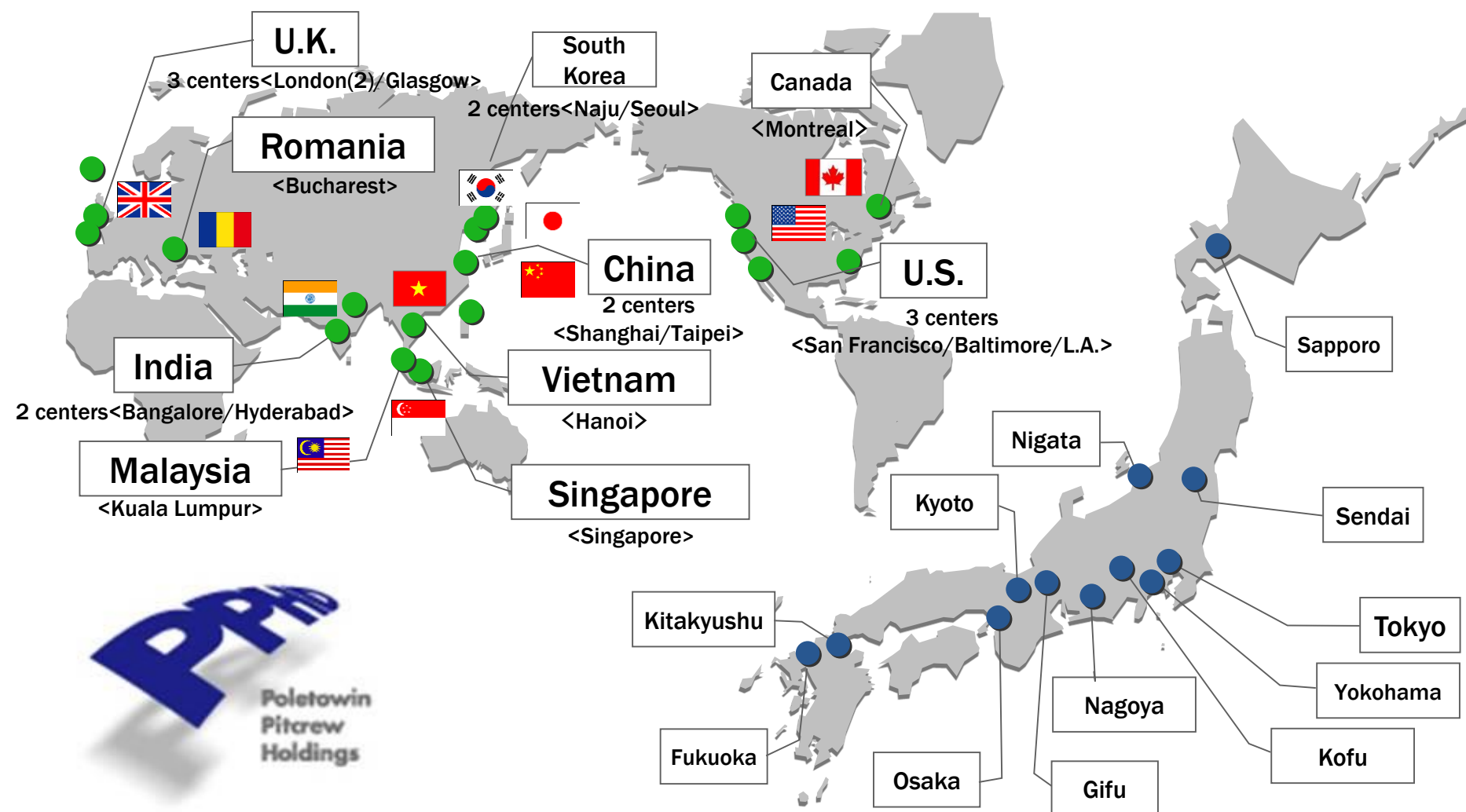
PITCREW CO., LTD.

PITCREW COREOPS CO., LTD.  
 POLE TO WIN VIET NAM JOINT STOCK COMPANY

## 3-3. Business Sites

■ Operating in 12 cities in Japan and 17 centers in 10 overseas countries

(As of October 31, 2019)



- The information on this website includes forward-looking statements. These forward-looking statements do not guarantee our future financial results, but involve risks and uncertainties that could cause actual results to differ materially from those discussed in the forward-looking statements.
- Risks and uncertainties include general and industry market conditions, and general domestic and international economic conditions such as interest rate and foreign exchange fluctuations.
- Poletowin Pitcrew Holdings, Inc., bears no obligation to update and revise the forward-looking statements disclosed herein, even in the event of new information, future events and other material incidents arising.