



Poletowin Pitcrew Holdings, Inc.

Supplementary Information to the Financial Results for the Nine Months Ended October 31, 2017

Securities code: 3657
Abbreviation: Pole HD
December 8, 2017

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1. Overview of Consolidated Financial Results for the Nine Months Ended October 31, 2017



1-1. Overview of Consolidated Financial Results for the Nine Months Ended October 31, 2017

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

	FY2018.1 Nine Months Ended October 31, 2017 (2017.2 - 2017.10)		FY2017.1 Nine Months Ended October 31, 2016 (2016.2 - 2016.10)		Change YoY	
	Results	Margin	Results	Margin	Change	Margin
Net sales	16,790	- %	14,035	- %	+2,754	+19.6%
Operating income	2,027	12.1%	1,710	12.2%	+316	+18.5%
Ordinary income	2,080	12.4%	1,465	10.4%	+614	+42.0%
Profit attributable to owners of parent	1,189	7.1%	773	5.5%	+415	+53.6%

*Percentages rounded down to one decimal place

1-2. Segment Overviews for the Nine Months Ended October 31, 2017

Testing/Verification & Evaluation Business

Net Sales ¥13,722 million (81.7% of net sales)

	FY2018.1 Nine Months Ended October 31, 2017 (2017.2 - 2017.10)	FY2017.1 Nine Months Ended October 31, 2016 (2016.2 - 2016.10)	Change YoY	
			Change	Margin
Net sales	13,722	11,419	+2,302	+20.2%
Operating income	1,989	1,867	+122	+6.5%
Operating margin	14.5%	16.4%	(1.9%)	-

Units: ¥ million
(Amounts less than ¥1 million omitted)
Percentages rounded down to one decimal place

Internet Monitoring Business

Net sales ¥2,700 million (16.1% of net sales)

	FY2018.1 Nine Months Ended October 31, 2017 (2017.2 - 2017.10)	FY2017.1 Nine Months Ended October 31, 2016 (2016.2 - 2016.10)	Change YoY	
			Change	Margin
Net sales	2,700	2,397	+303	+12.6%
Operating income	115	(71)	+186	-%
Operating margin	4.3%	- %	-%	-

Units: ¥ million
(Amounts less than ¥1 million omitted)
Percentages rounded down to one decimal place



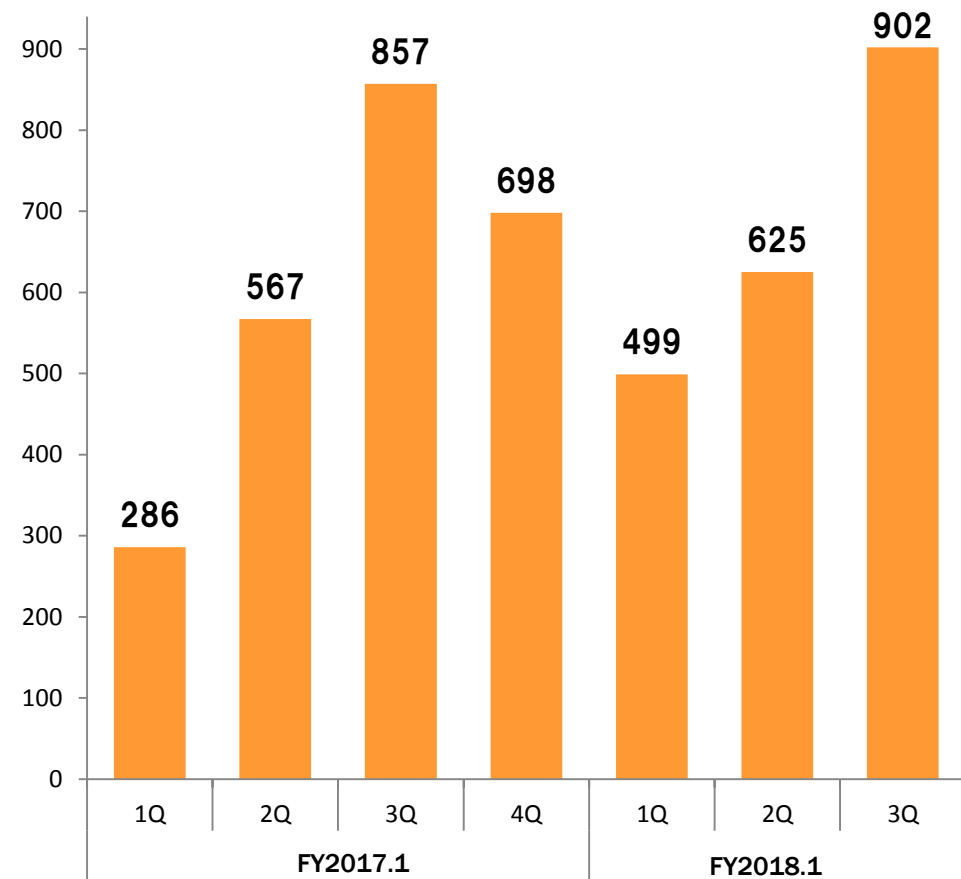
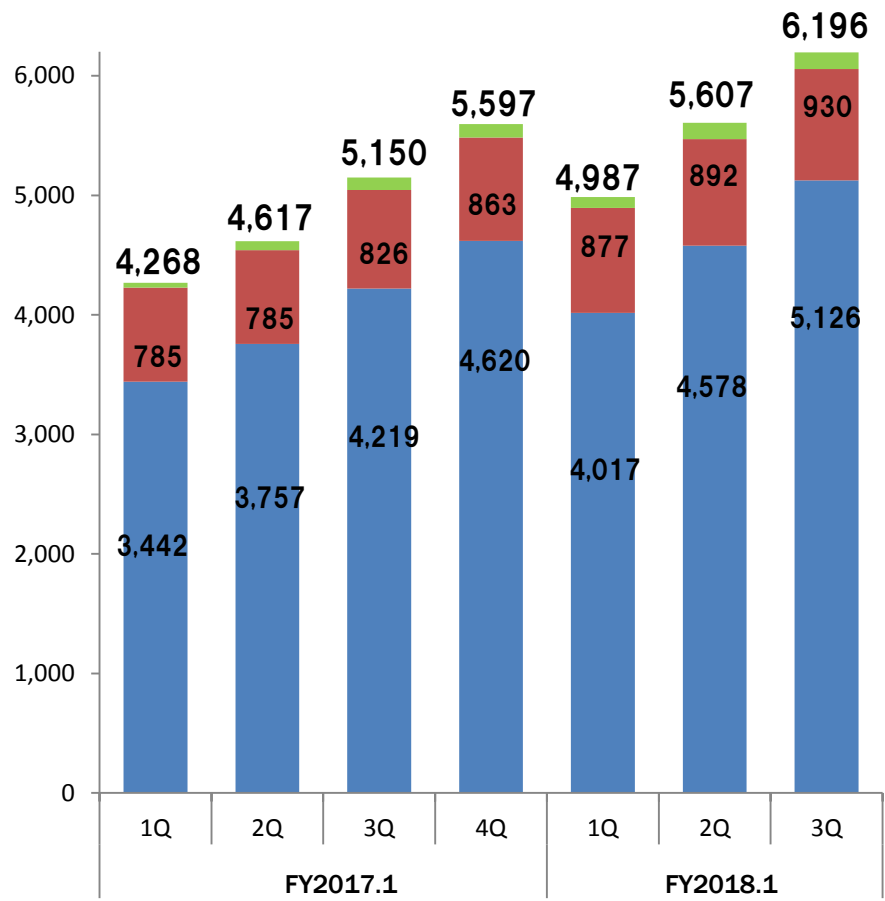
1-3. Quarterly Net Sales and Operating Income

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

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

Quarterly sales

Quarterly operating income



Note: Quarterly sales and operating income 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, 2017	January 31, 2017	Change
Total current assets	9,326	8,703	+622
Cash and deposits	5,297	5,075	+221
Total property, plant and equipment	682	680	+2
Total intangible assets	1,379	1,592	(213)
Investments and other assets	923	864	+58
Total noncurrent assets	2,986	3,138	(151)
Total assets	12,312	11,842	+470
Total current liabilities	2,839	2,604	+235
Total noncurrent liabilities	190	191	(1)
Total liabilities	3,029	2,795	+233
Total net assets	9,282	9,046	+236
Capital stock	1,237	1,237	+0
Capital surplus	1,283	1,283	+0
Retained earnings	7,925	7,084	+841
Treasury shares	(1,412)	(732)	(680)
Total liabilities and net assets	12,312	11,842	+470

2-1. Consolidated Forecasts for the Year Ending January 31, 2018

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

	Fiscal 2018 Forecasts	Fiscal 2017 Results	YoY change	
			Amount	Margin
Net sales	21,951	19,633	+2,318	+11.8%
Operating income	2,442	2,409	+33	+1.4%
Ordinary income	2,385	2,312	+73	+3.1%
Profit attributable to owners of parent	1,468	1,168	+300	+25.7%
Net income per share	¥77.07	¥63.42	+¥13.65	—
Cash dividends per share	¥19	¥19	± ¥0	—

Percentages rounded down to one decimal place

2. Consolidated Forecasts for the Year Ending January 31, 2018

2-2. Progress of Consolidated Forecasts for the Year Ending January 31, 2018



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

	Results For the Nine Months Ended October 31, 2017	FY2018.1	
		Forecasts	Progress
Net sales	16,790	21,951	76.5%
Operating income	2,027	2,442	83.0%
Ordinary income	2,080	2,385	87.2%
Profit attributable to owners of parent	1,189	1,468	81.0%

Percentages rounded down to one decimal place

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

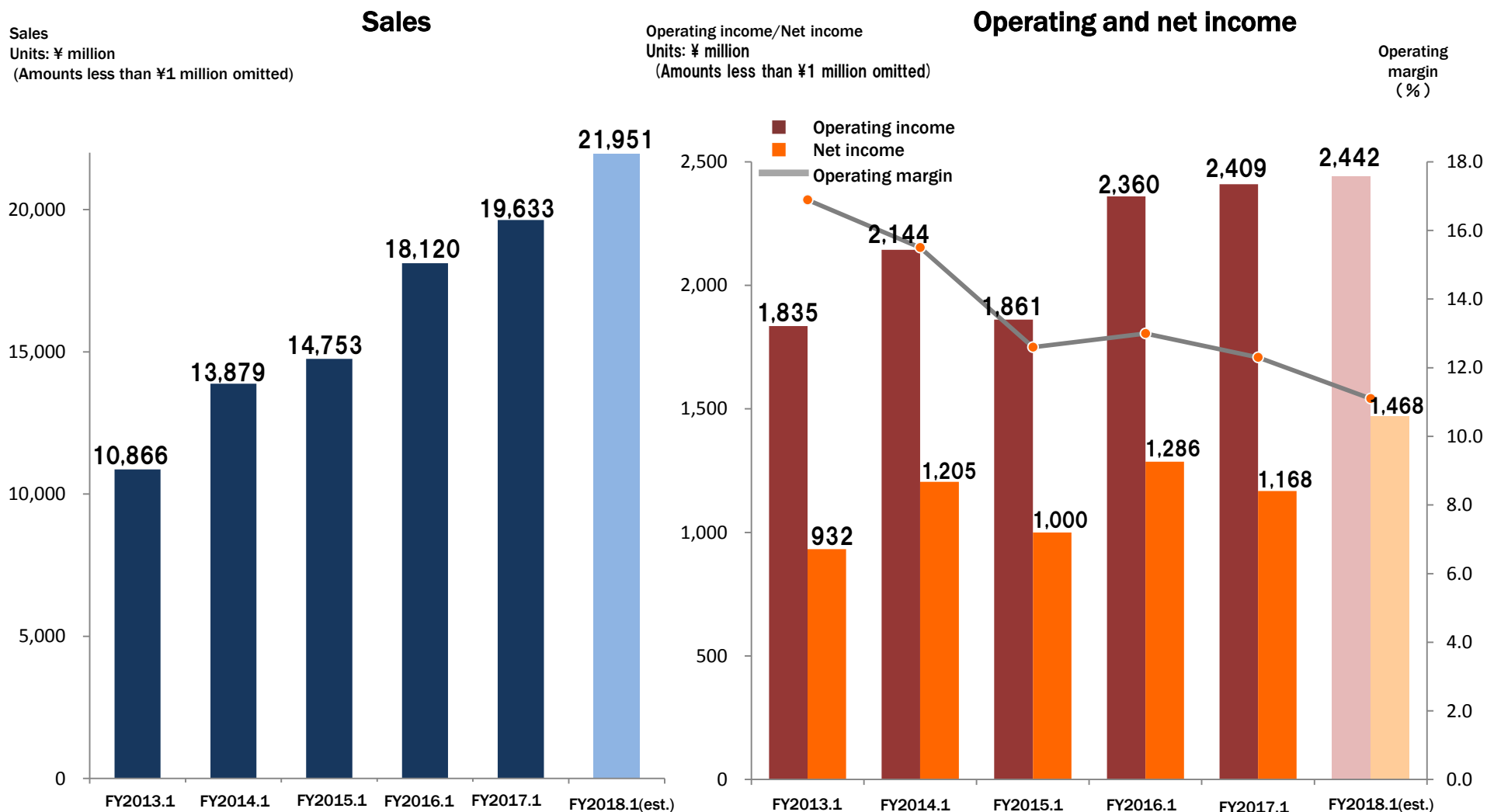
Dividend policy

Target payout ratio of 25% to consolidated net income

Yearly dividends per share

FY2015.1		FY2016.1		FY2017.1		FY2018.1
						Forecast
¥16/share	→	¥18/share	→	¥19/share	→	¥19/share

2-4. Consolidated Fiscal Performance and Plan



Note: FY2018.1 estimates are forecasts disclosed on March 13, 2017.

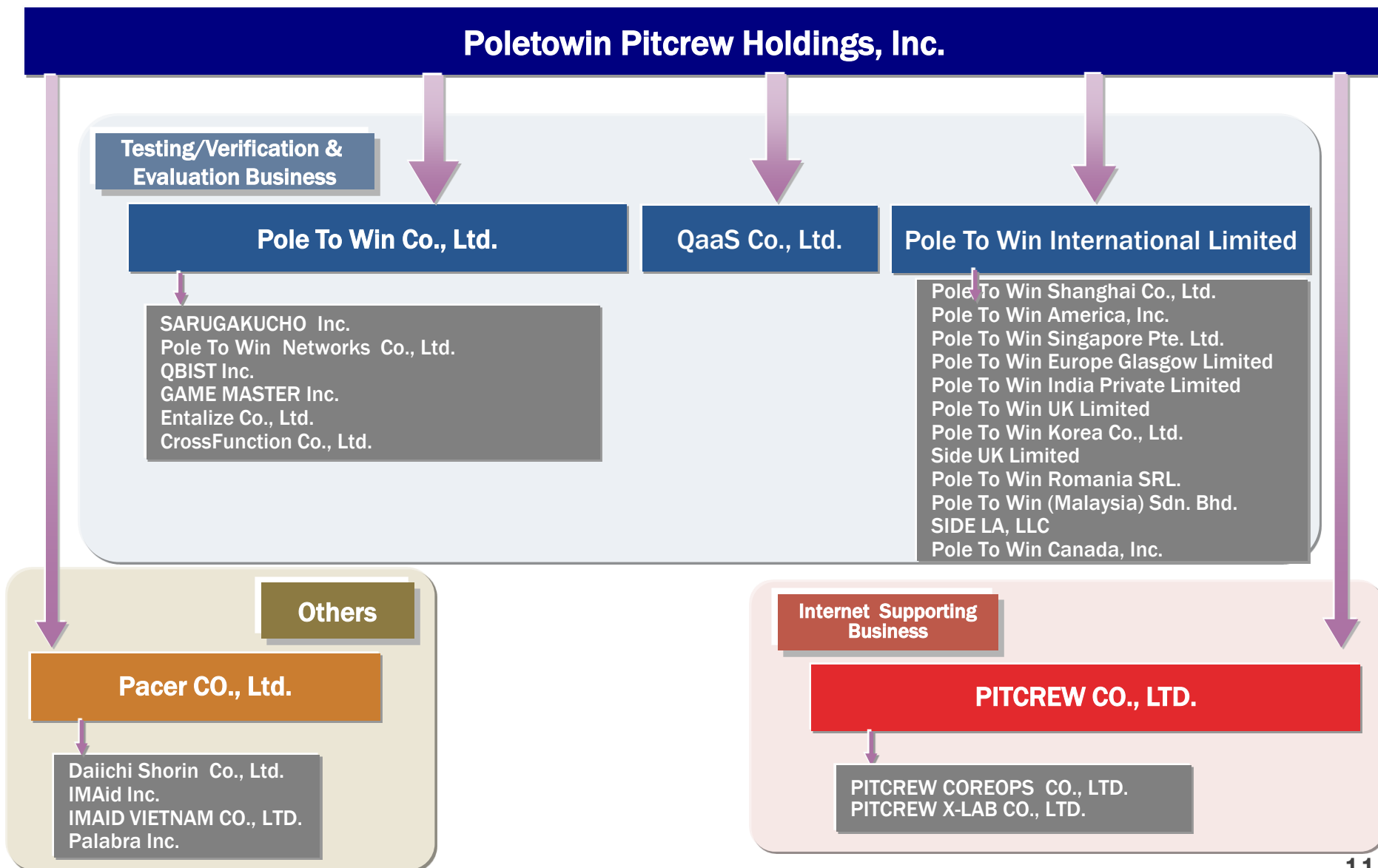
3-1. Corporate Profile

(As of October 31, 2017)

Company Name	Poletowin Pitcrew Holdings, Inc.	
Representatives	Tamiyoshi Tachibana, Chairman Naoto Konishi, President	
Head Office	11th Floor, Shinjuku NS Building, 2-4-1, Nishi-Shinjuku, Shinjuku-ku, Tokyo 163-0811, Japan	
Established	February 2, 2009	
Capital	¥1,237 Million (As of January 31, 2017)	
Stock Exchange/ Securities Code	Tokyo Stock Exchange (First Section) (Securities Code: 3657 Abbreviation: Pole HD)	
Business Description	<p>Operations ancillary and pertaining to the control and management of business activities of the Company and the entire Group comprised of 29 consolidated subsidiaries.</p> <p>Major Group businesses</p> <p>1. Testing/Verification & Evaluation Business Detecting defects (finding bugs) to help enhance software and hardware quality</p> <p>2. Internet Supporting Business Detecting fraud and illegal or harmful information on the Internet to help websites operate soundly</p> <p>3. Others Businesses in publishing and media, among others</p>	
Consolidated Financial Results (FY2017.1)	Net Sales: ¥19,633 Million Ordinary Income: ¥2,312 Million Net Income: ¥1,168 Million	No. of Employees on Consolidated Basis: 3,205 (including 1,356 full-time employees, as of January 31, 2017)

3-2. Group Composition (29 Consolidated Subsidiaries)

(As of October 31, 2017)

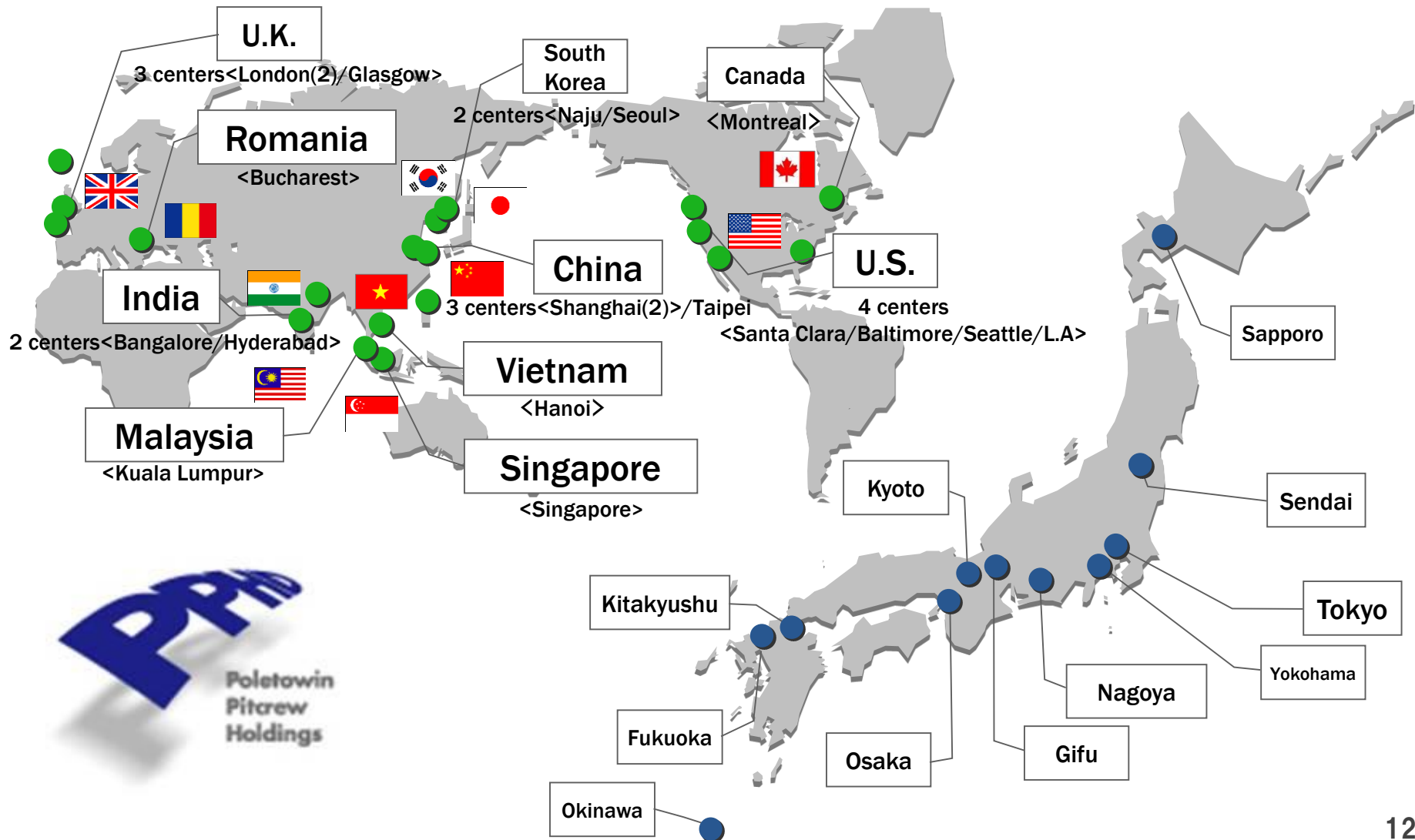


3. Reference: Corporate Profile/Our Business

3-3. Testing/Verification & Evaluation and Internet Monitoring Business Sites

■ Operating in 11 cities in Japan and 10 foreign countries

(As of October 31, 2017)



Forward-looking Statements

- 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.