
Poletowin Pitcrew Holdings, Inc.

Supplementary Information to the Financial Results for the Nine Months Ended October 31, 2020

【Summary】

Net sales:	¥19,203 million	(1.9% increase QoQ)
Operating profit:	¥2,231 million	(13.2% decrease QoQ)
Net profit:	¥1.535 million	(4.1% increase QoQ)

➤ <Overview>

- Recovery from COVID-19 impact was seen as net sales 2Q(3months) was ¥6,067 million, whereas 3Q(3months) was ¥6,804 million. Operating profit 2Q(3months) was ¥670 million, whereas 3Q(3months) was ¥954 million.
- Please refer to “Qualitative Information on Consolidated Earnings Forecasts” of Consolidated Financial Results for further information on impact of COVID-19.

➤ <Internet Supporting Business>

- Net sales increased 4.0% QoQ. Operating profit increased 92.4% QoQ.
- Orders for EC and QR code settlement related services increased. Recruitment efficiency enhanced profitability improvement.

➤ <Testing/Verification & Evaluation Business >

- Net sales increased 1.5% QoQ. Operating profit decreased 19.3% QoQ.
- Third party verification service for non-games market and orders for overseas client increased.
- Orders increases related to GIGA School Project to support school’s ICT environment.
- A subsidiary, CREST Inc., released a game “ARIA CHRONICLE” on Steam but was in deficit due to upfront investment.
- Due to COVID-19, some business saw suspension or delay

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1-1. Overview of Consolidated Financial Results for the Nine Months Ended October 31, 2020

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

	FY2021.1 Nine Months Ended October 31, 2020		FY2020.1 Nine Months Ended October 31, 2019		Change QoQ	
	Results	Margin	Results	Margin	Results	Margin
Net sales	19,203	- %	18,843	- %	+359	+1.9%
Operating profit	2,231	11.6%	2,569	13.6%	(338)	(13.2%)
Ordinary profit	2,468	12.9%	2,481	13.2%	(13)	(0.6%)
Profit attributable to owners of parent	1,535	8.0%	1,475	7.8%	+59	+4.1%

*Percentages rounded down to one decimal place

1-3. Segment Overviews for the Nine Months Ended October 31, 2020

Testing/Verification & Evaluation Business

Net Sales ¥14,414 million (75.1% of net sales)

	FY2021.1 3Q	FY2020.1 3Q	Change YoY	
			Change	Margin
Net sales	14,414	14,196	+217	+1.5%
Operating profit	1,895	2,349	(453)	(19.3%)
Operating margin	13.2%	16.5%	(3.3%pt)	-

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

*Percentages rounded down to one decimal place

Internet Supporting Business

Net Sales ¥4,660 million (24.3% of net sales)

	FY2021.1 3Q	FY2020.1 3Q	Change YoY	
			Change	Margin
Net sales	4,660	4,481	+179	+4.0%
Operating profit	371	193	+178	+92.4%
Operating margin	8.0%	4.3%	+3.7%pt	-

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

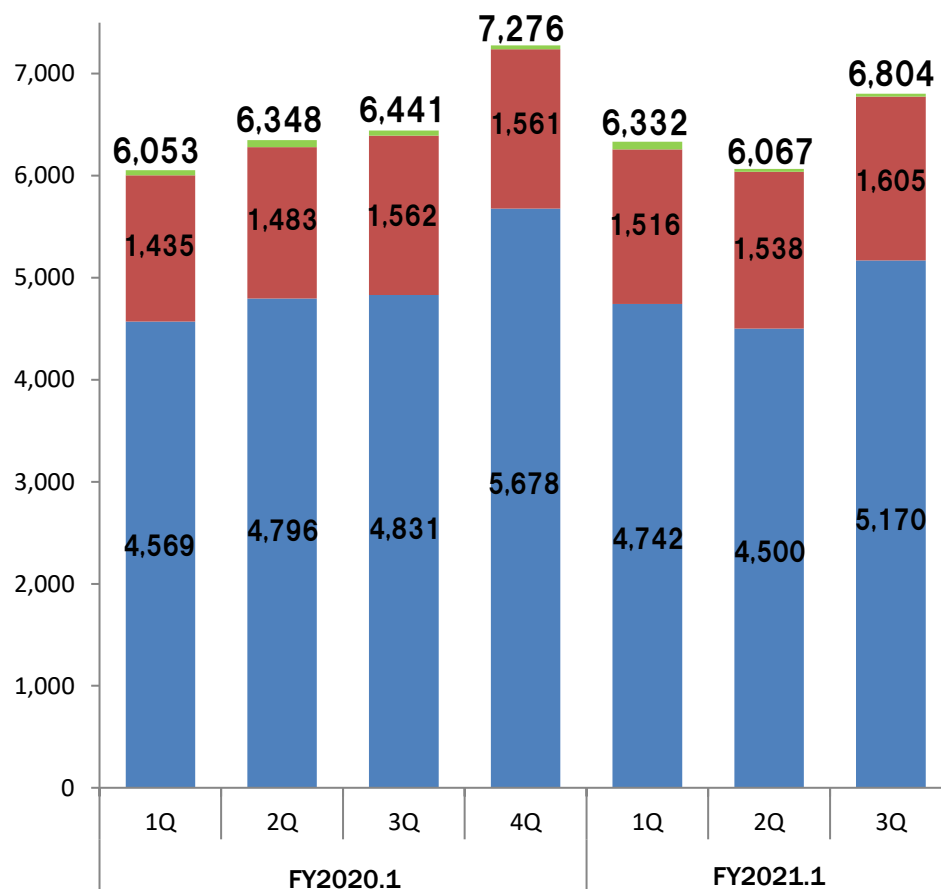
*Percentages rounded down to one decimal place

1-4. Quarterly Net Sales and Operating Profit

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

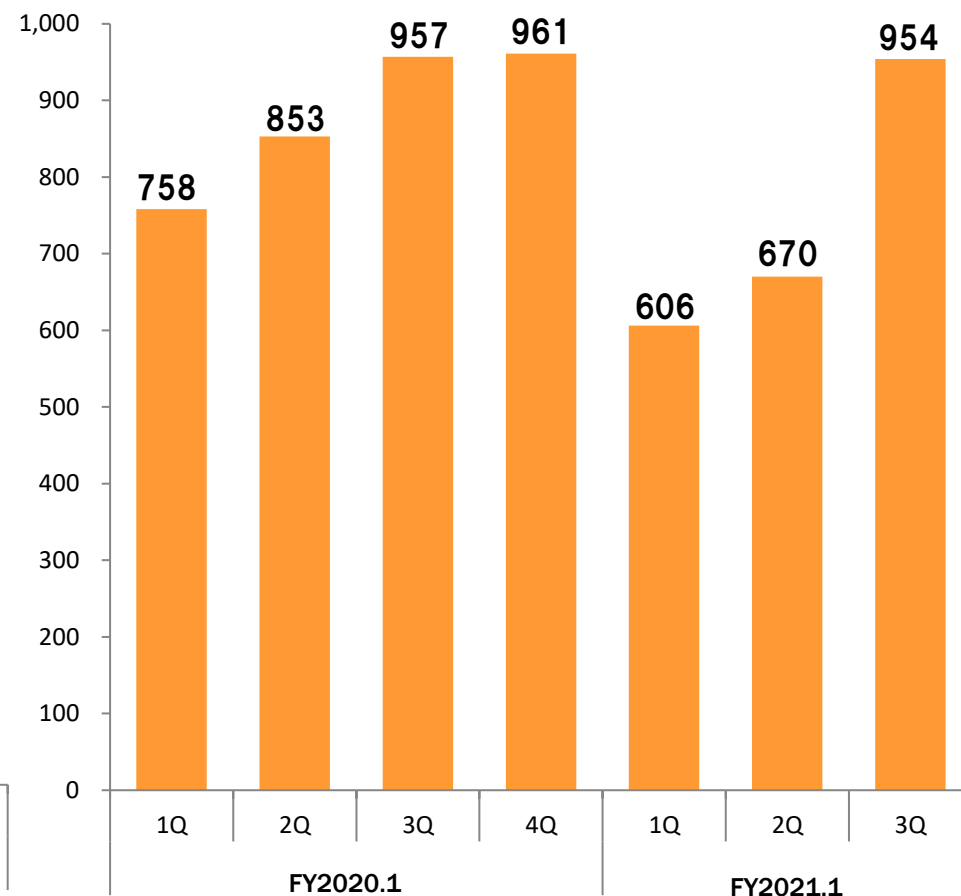
Quarterly Net Sales

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



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

Quarterly Operating Profit



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

1-5. Financial Position: Consolidated Balance Sheets

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

	As of Oct. 31, 2020	As of Jan. 31, 2020	Change
Total current assets	16,244	14,705	+1,539
Cash and deposits	10,826	10,514	+311
Total property, plant and equipment	688	718	(30)
Total intangible assets	1,123	908	+215
Investments and other assets	1,563	1,431	+132
Total non-current assets	3,376	3,058	+317
Total assets	19,621	17,763	+1,857
Total current liabilities	4,153	3,146	+1,006
Total non-current liabilities	357	296	+61
Total liabilities	4,511	3,443	+1,068
Total net assets	15,109	14,320	+789
Capital stock	1,239	1,237	+1
Capital surplus	2,379	2,377	+1
Retained earnings	11,787	10,706	+1,081
Treasury shares	(167)	(169)	+1
Total liabilities and net assets	19,621	17,763	+1,857

2-1. Consolidated Forecasts for the Year Ending January 31, 2021

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

	Fiscal 2021.1 Forecasts	Fiscal 2020.1 Results	YoY change	
			Amount	%
Net sales	28,744	26,120	+2,624	+10.0%
Operating profit	3,587	3,531	+56	+1.6%
Ordinary profit	3,576	3,473	+103	+2.9%
Profit attributable to owners of parent	2,341	1,787	+554	+30.9%
Net profit per share	¥61.41	¥47.24	¥+14.17	-
Cash dividends per share	¥13	¥12	¥+1	-

Percentages rounded down to one decimal place

2-2. Progress of Consolidated Forecasts for the Year Ending January 31, 2021

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

	Results For the Nine months Ended October 31, 2020	FY2021.1	
		Forecast	Progress
Net sales	19,203	28,744	66.8%
Operating profit	2,231	3,587	62.2%
Ordinary profit	2,468	3,576	69.0%
Profit attributable to owners of parent	1,535	2,341	65.6%

Percentages rounded down to one decimal place

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

Dividend policy

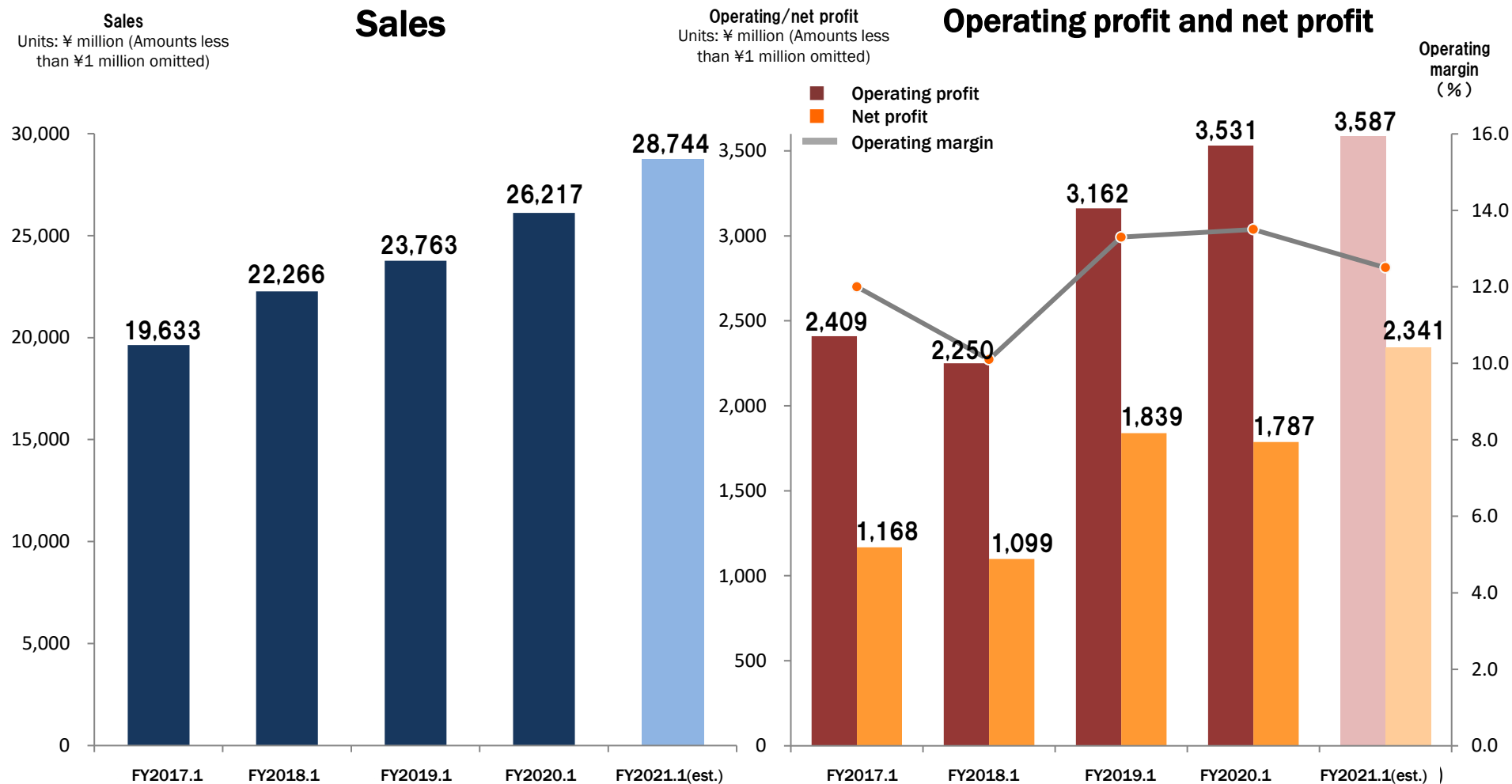
Target payout ratio of 25% to consolidated net profit

Yearly dividends per share

Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 Forecast
¥9.5/share	¥11/share	¥12/share	¥13/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: FY2021.1 estimates are forecasts disclosed on March 12, 2020.

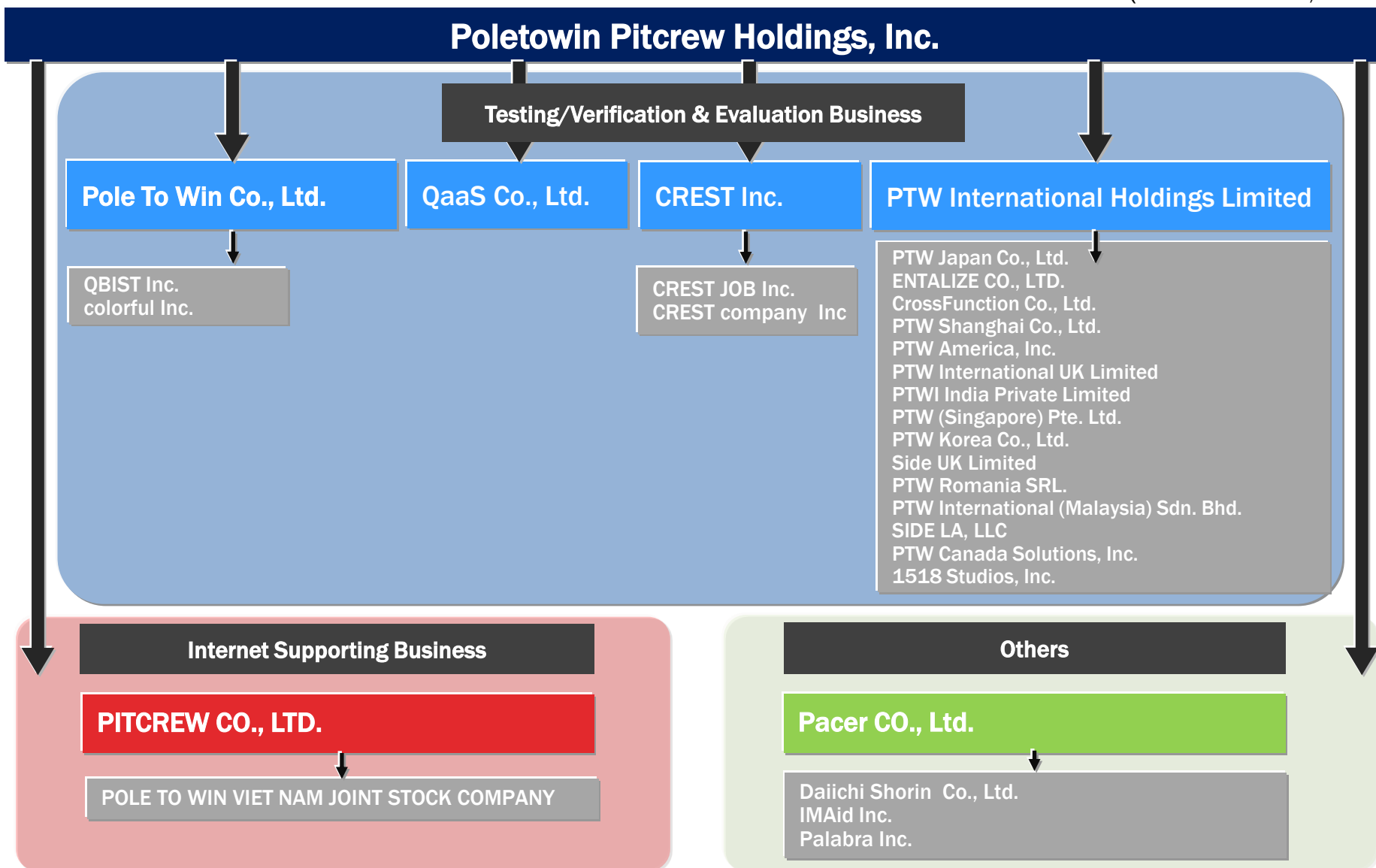
3-1. Corporate Profile

(As of October 31, 2020)

Company Name	Poletowin Pitcrew Holdings, Inc.	
Representatives	Tamiyoshi Tachibana, Chairman Teppei Tachibana, President & CEO	
Head Office	11th Floor, Shinjuku NS Building, 2-4-1, Nishi-Shinjuku, Shinjuku-ku, Tokyo 163-0811, Japan	
Date Established	February 2, 2009	
Capital	¥1,237 Million (As of January 31, 2020)	
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 encompassed 29 consolidated subsidiaries.</p> <p>Major Group businesses</p> <ol style="list-style-type: none"> 1. Testing/Verification & Evaluation Business Detecting defects (finding bugs) in support of enhancing the quality of software and hardware 2. Internet Supporting Business Detecting fraud and illegal or harmful information on the Internet to help websites operate soundly 3. Others Including medical related service, publishing and media businesses 	
Consolidated Financial Results (Fiscal 2020)	Net Sales: ¥26,120 Million Ordinary Profit: ¥ 3,473 Million Net profit: ¥ 1,787 Million	No. of Employees on Consolidated Basis: 4,708 (including 1,813 full-time employees as of January 31, 2020)

3-2. Group Composition

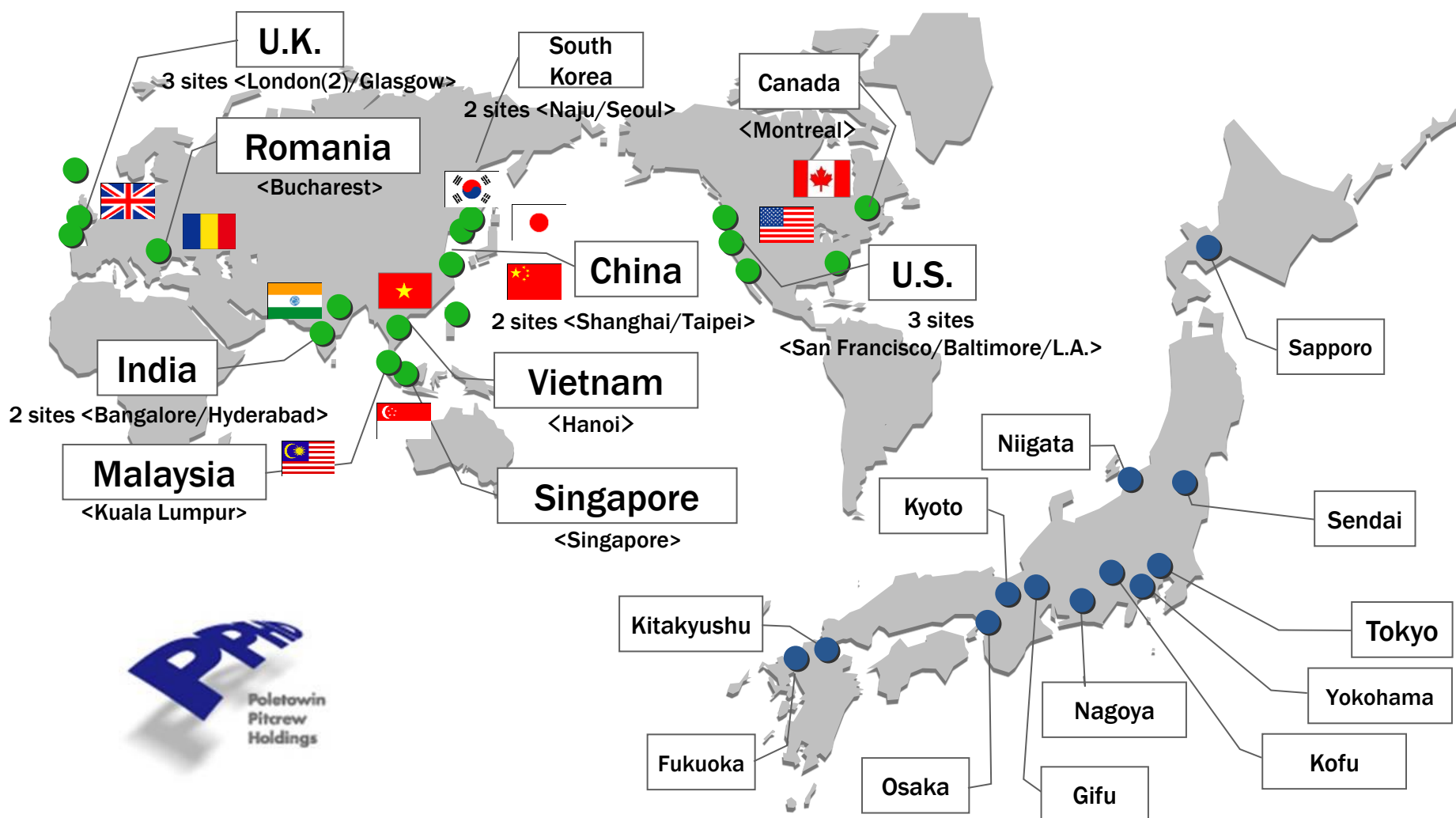
(As of October 31, 2020)



3-3. Business Sites

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

(As of October 31, 2020)



- 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.