



# **Poletowin Pitcrew Holdings, Inc.**

## **Supplementary Information to the Financial Results for the Six Months Ended July 31, 2015**

---

**Securities code: 3657  
Abbreviation: Pole HD  
September 4, 2015**

- 1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2015** **••• 2**
- 2. Consolidated Forecasts for the Year Ending January 31, 2016** **••• 8**
- 3. Reference: Corporate Profile/Our Business** **•••12**

# 1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2015

## 1-1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2015



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

	FY2016.1 Six Months Ended July 31, 2015 (2015.2 - 2015.7)		FY2015.1 Six Months Ended July 31, 2014 (2014.2 - 2014.7)		Change YoY	
	Results	Margin	Results	Margin	Change	Margin
Net sales	<b>9,243</b>	- %	<b>7,293</b>	- %	<b>+ 1,950</b>	+26.7%
Operating income	<b>1,311</b>	14.2%	<b>977</b>	13.4%	<b>+ 334</b>	+34.2%
Ordinary income	<b>1,301</b>	14.1%	<b>975</b>	13.4%	<b>+ 326</b>	+33.4%
Net income	<b>769</b>	8.3%	<b>495</b>	6.8%	<b>+ 273</b>	+55.2%

\*Percentages rounded down to one decimal place

# 1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2015

## 1-2. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2015



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

	Results For the Six Months Ended July 31, 2015		Forecasts For the Six Months Ended July 31, 2015		Change in Forecasts	
	Results	Margin	Forecasts	Margin	Change	Progress
Net sales	<b>9,243</b>	- %	<b>8,672</b>	- %	<b>+ 571</b>	+6.6%
Operating income	<b>1,311</b>	14.2%	<b>1,009</b>	11.6%	<b>+ 301</b>	+29.9%
Ordinary income	<b>1,301</b>	14.1%	<b>1,019</b>	11.8%	<b>+ 282</b>	+27.7%
Net income	<b>769</b>	8.3%	<b>563</b>	6.5%	<b>+ 205</b>	+36.4%

\*Percentages rounded down to one decimal place

# 1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2015



## 1-3. Segment Overviews for the Six Months Ended July 31, 2015

### Testing/Verification & Evaluation Business

**Net Sales ¥7,544 million (81.6% of net sales)**

	FY2016.1 Six Months Ended July 31, 2015 (2015.2 - 2015.7)	FY2015.1 Six Months Ended July 31, 2014 (2014.2 - 2014.7)	Change YoY	
			Change	Margin
Net sales	<b>7,544</b>	<b>5,613</b>	<b>+1,931</b>	<b>+34.4%</b>
Operating income	<b>1,372</b>	<b>973</b>	<b>+398</b>	<b>+40.9%</b>
Operating margin	<b>18.2%</b>	<b>17.4%</b>	<b>+0.8%</b>	<b>—</b>

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

Percentages rounded down to one decimal place

### Internet Monitoring Business

**Net sales ¥1,637 million (17.7% of net sales)**

	FY2016.1 Six Months Ended July 31, 2015 (2015.2 - 2015.7)	FY2015.1 Six Months Ended July 31, 2014 (2014.2 - 2014.7)	Change YoY	
			Change	Margin
Net sales	<b>1,637</b>	<b>1,646</b>	<b>△8</b>	<b>△0.5%</b>
Operating income	<b>△15</b>	<b>43</b>	<b>△59</b>	<b>—%</b>
Operating margin	<b>—%</b>	<b>2.6%</b>	<b>—%</b>	<b>—</b>

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

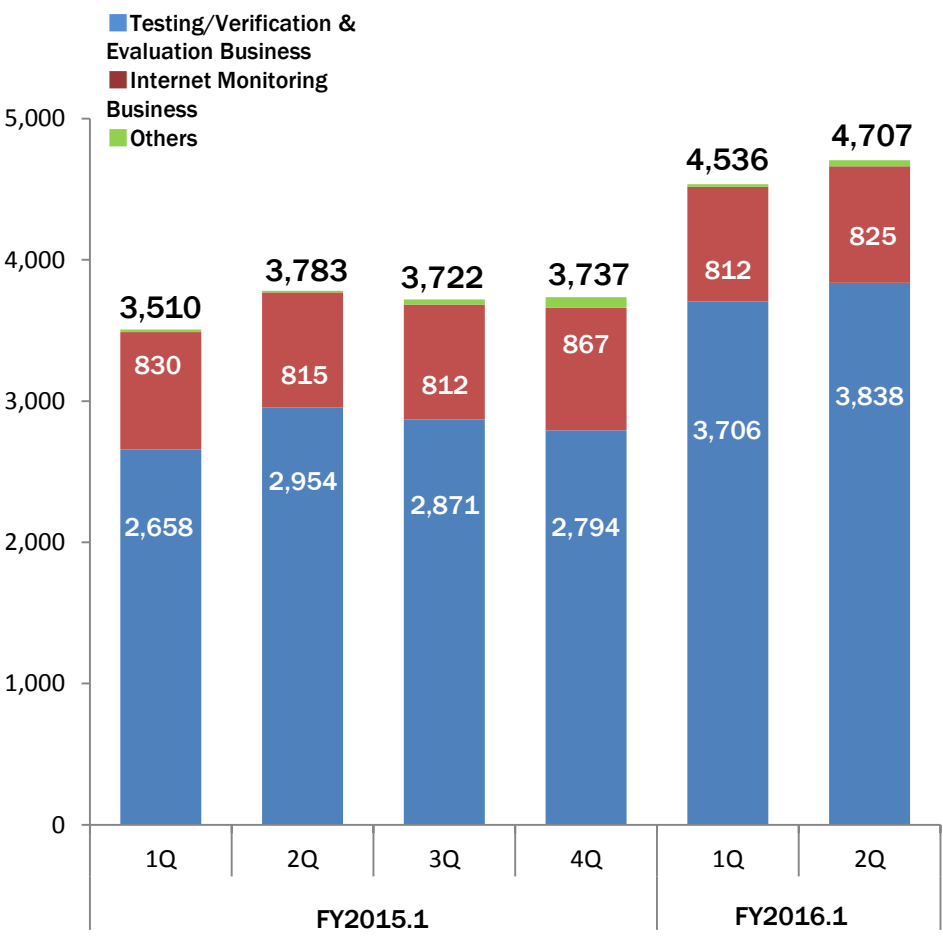
Percentages rounded down to one decimal place



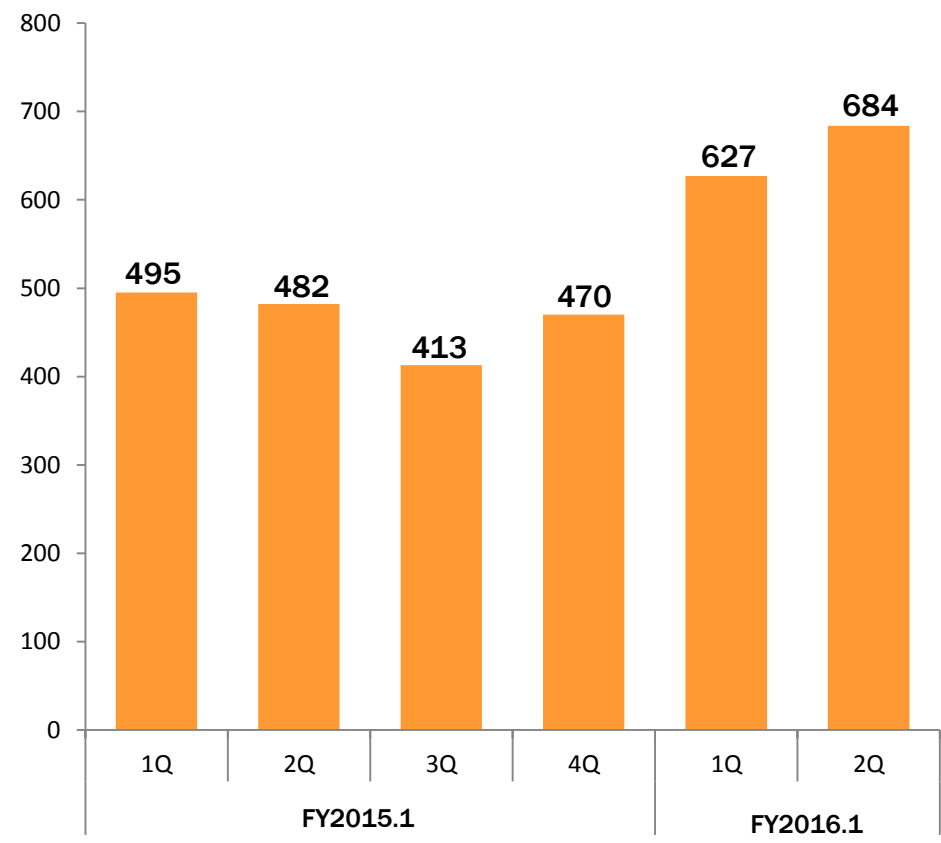
# 1-4. Quarterly Net Sales and Operating Income

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

## 1-5. Financial Position: Consolidated Balance Sheets

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

	July 31, 2015	January 31, 2015	Change
<b>Total current assets</b>	<b>8,733</b>	<b>7,960</b>	<b>+772</b>
<b>Cash and deposits</b>	<b>5,376</b>	<b>5,343</b>	<b>+32</b>
<b>Total property, plant and equipment</b>	<b>447</b>	<b>424</b>	<b>+23</b>
<b>Total intangible assets</b>	<b>1,463</b>	<b>1,554</b>	<b>△90</b>
<b>Investments and other assets</b>	<b>642</b>	<b>579</b>	<b>+63</b>
<b>Total noncurrent assets</b>	<b>2,553</b>	<b>2,557</b>	<b>△3</b>
<b>Total assets</b>	<b>11,287</b>	<b>10,518</b>	<b>+769</b>
<b>Total current liabilities</b>	<b>2,303</b>	<b>2,036</b>	<b>+266</b>
<b>Total noncurrent liabilities</b>	<b>79</b>	<b>60</b>	<b>+18</b>
<b>Total liabilities</b>	<b>2,382</b>	<b>2,097</b>	<b>+285</b>
<b>Total net assets</b>	<b>8,905</b>	<b>8,421</b>	<b>+483</b>
<b>Capital stock</b>	<b>1,236</b>	<b>1,236</b>	<b>+0</b>
<b>Capital surplus</b>	<b>1,282</b>	<b>1,282</b>	<b>+0</b>
<b>Retained earnings</b>	<b>5,740</b>	<b>5,276</b>	<b>+464</b>
<b>Total liabilities and net assets</b>	<b>11,287</b>	<b>10,518</b>	<b>+769</b>

## 1-6. Financial Position: Consolidated Cash Flows

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

	Six Months Ended July 31, 2015	Six Months Ended July 31, 2014	YoY Change
Net Cash provided by operating activities	<b>519</b>	<b>429</b>	<b>+89</b>
Net cash used in investing activities	<b>△177</b>	<b>△234</b>	<b>+57</b>
Net cash used in financing activities	<b>△304</b>	<b>△299</b>	<b>△5</b>
Effect of exchange rate change on cash and cash equivalents	<b>△4</b>	<b>△5</b>	<b>+1</b>
<b>Net increase in cash and cash equivalents</b>	<b>32</b>	<b>△110</b>	<b>+142</b>
Cash and cash equivalents at beginning of period	<b>5,343</b>	<b>4,959</b>	<b>+383</b>
<b>Cash and cash equivalents at end of period</b>	<b>5,376</b>	<b>4,849</b>	<b>+526</b>



## 2-1. Consolidated Forecasts for the Year Ending January 31, 2016

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

	Fiscal 2016 Forecasts	Fiscal 2015 Results	YoY change	
			Amount	Margin
Net sales	<b>17,881</b>	14,753	3,128	+21.2%
Operating income	<b>2,293</b>	1,861	431	+23.2%
Ordinary income	<b>2,304</b>	1,879	424	+22.6%
Net income	<b>1,387</b>	1,000	386	+38.6%
Net income per share	<b>¥72.85</b>	¥52.60	¥+20.25	—
Cash dividends per share	<b>¥18</b>	¥16	¥+2	—

Percentages rounded down to one decimal place

## 2. Consolidated Forecasts for the Year Ending January 31, 2016

### 2-2. Progress of Consolidated Forecasts for the Year Ending January 31, 2016



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

	Results For the Six Months Ended July 31, 2015	FY2016.1	
		Forecasts	Progress
Net sales	<b>9,243</b>	<b>17,881</b>	51.7%
Operating income	<b>1,311</b>	<b>2,293</b>	57.2%
Ordinary income	<b>1,301</b>	<b>2,304</b>	56.5%
Net income	<b>769</b>	<b>1,387</b>	55.5%

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

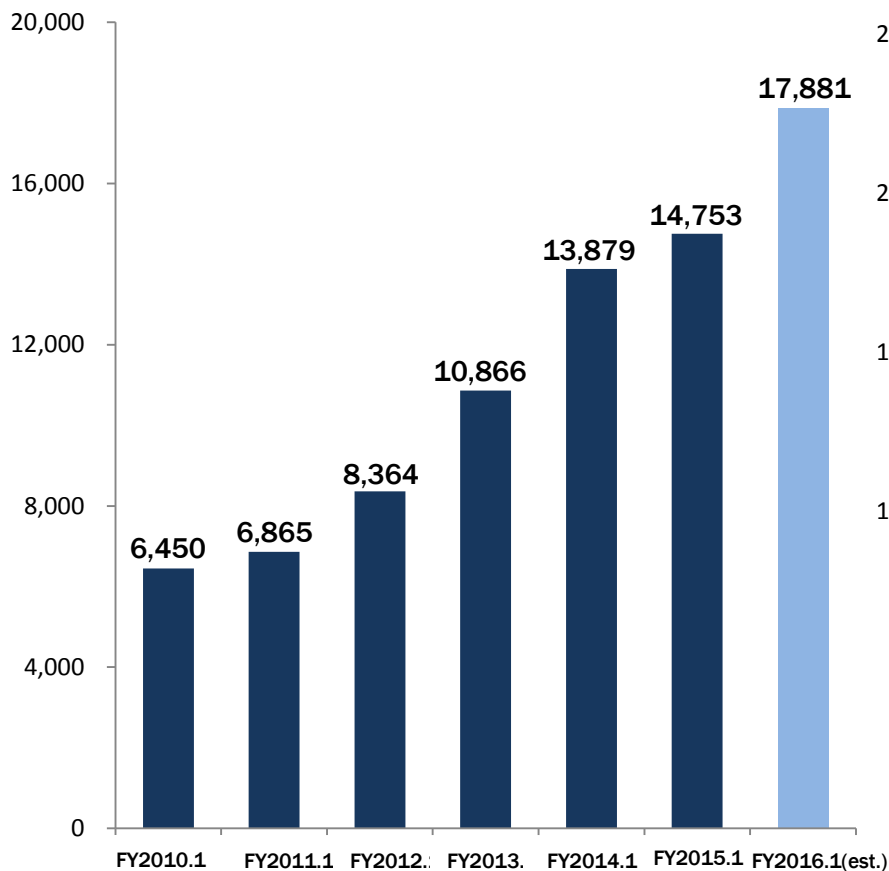
FY2013.1	FY2014.1	FY2015.1	FY2016.1 Forecast
<b>¥15/share</b>	<b>¥16/share</b>	<b>¥16/share</b>	<b>¥18/share</b>
(¥13.5 ordinary dividend ) dividend + ¥1.5 TSE-1 listing dividend)	(¥16 ordinary dividend )	(¥16 ordinary dividend )	(¥18 ordinary dividend )

Note: The Company conducted a stock split on January 9, 2014, at a ratio of two shares of common stock per share of common stock. The Company therefore retroactively adjusted dividends for fiscal 2013 to reflect the split.

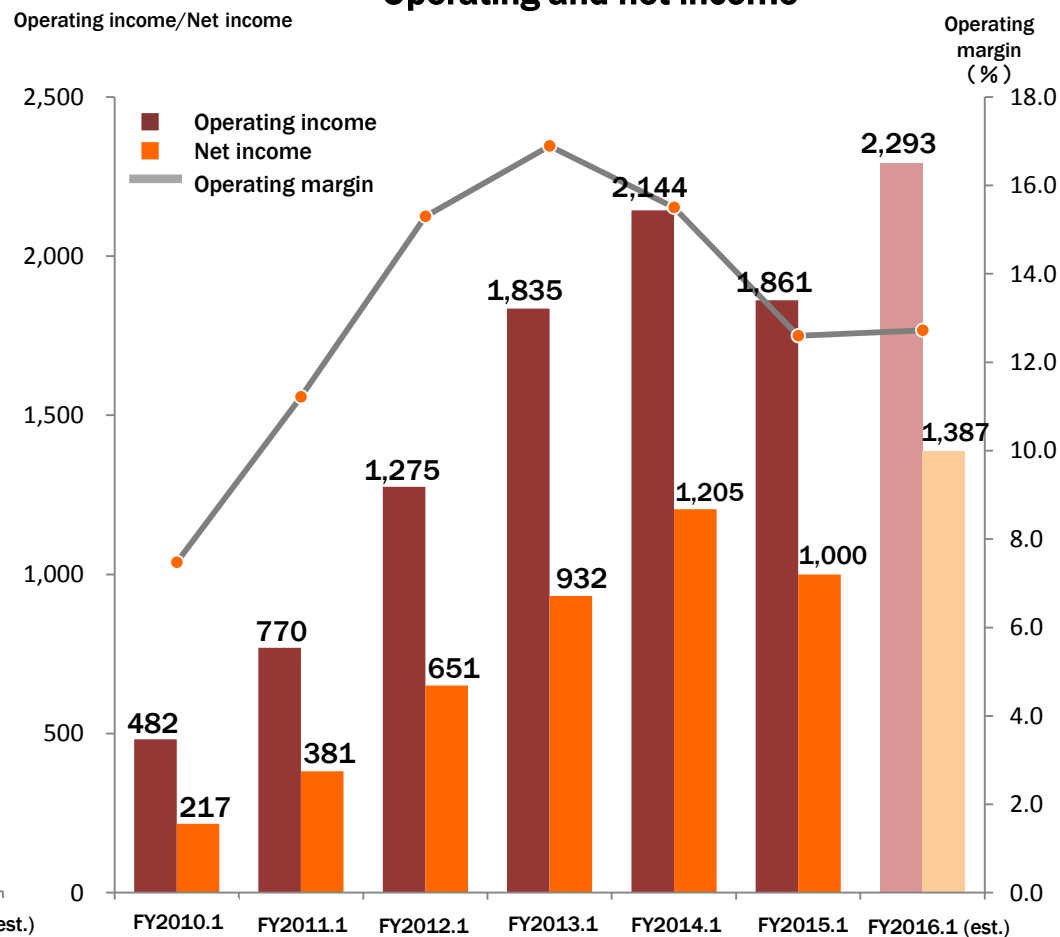
## 2-4. Consolidated Fiscal Performance and Plan

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

Sales



Operating and net income



Note: FY2016.1 estimates are forecasts disclosed on March 9, 2015.

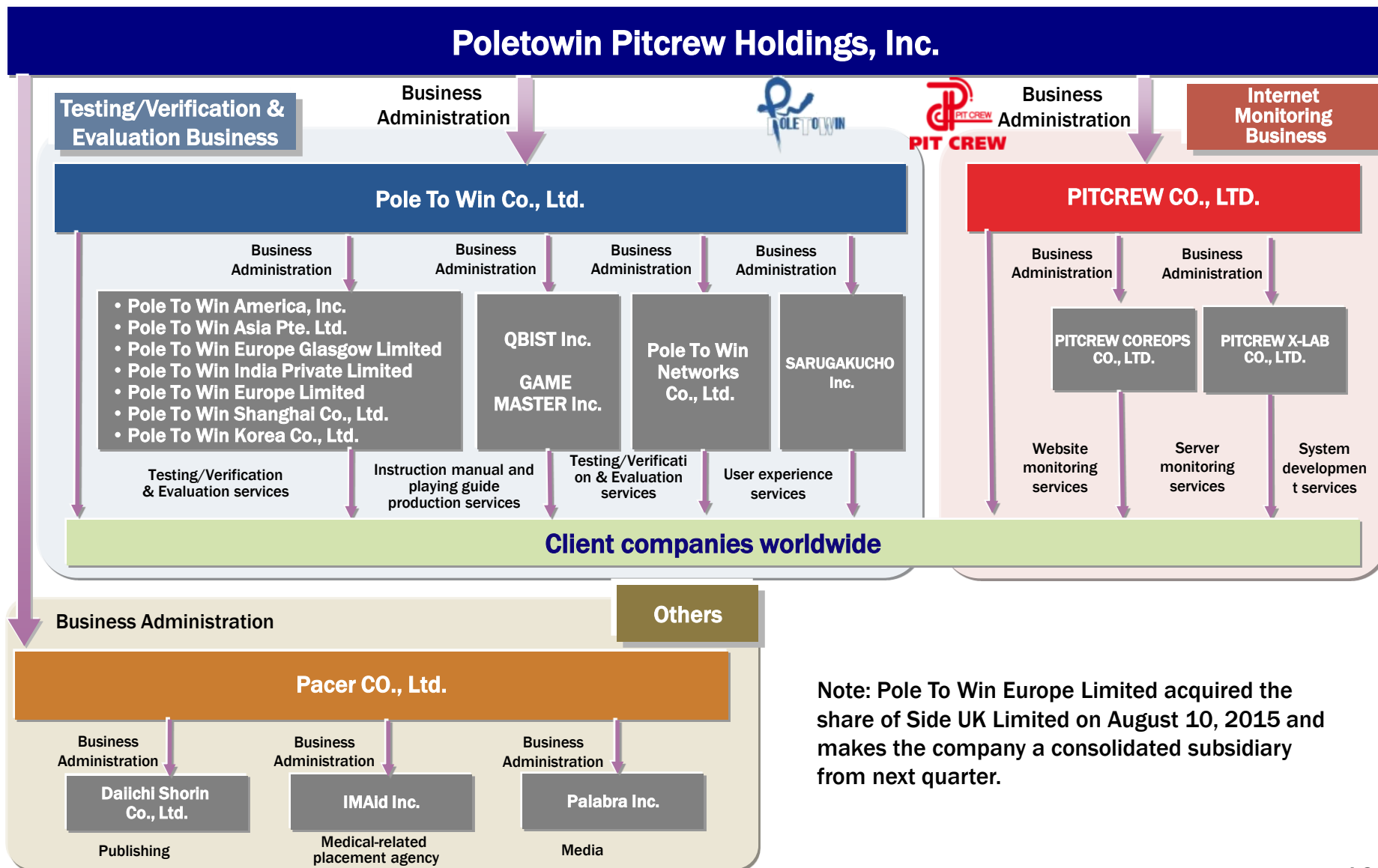
## 3-1. Corporate Profile

(As of July 31, 2015)

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	¥1,236 Million (As of January 31, 2015)	
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 19 consolidated subsidiaries.</p> <p><b>Major Group businesses</b></p> <p><b>1. Testing/Verification &amp; Evaluation Business</b> Detecting defects (finding bugs) to help enhance software and hardware quality</p> <p><b>2. Internet Monitoring Business</b> Detecting fraud and illegal or harmful information on the Internet to help websites operate soundly</p> <p><b>3. Others</b> Businesses in publishing and media, among others</p>	
Consolidated Financial Results (FY2015.1)	<p>Net Sales: ¥14,753 Million</p> <p>Ordinary Income: ¥1,879 Million</p> <p>Net Income: ¥1,000 Million</p>	<p>No. of Employees on Consolidated Basis: 2,387 (including 775 full-time employees, as of January 31, 2015)</p>

# 3-2. Group Composition (19 Consolidated Subsidiaries)

(As of July 31, 2015)



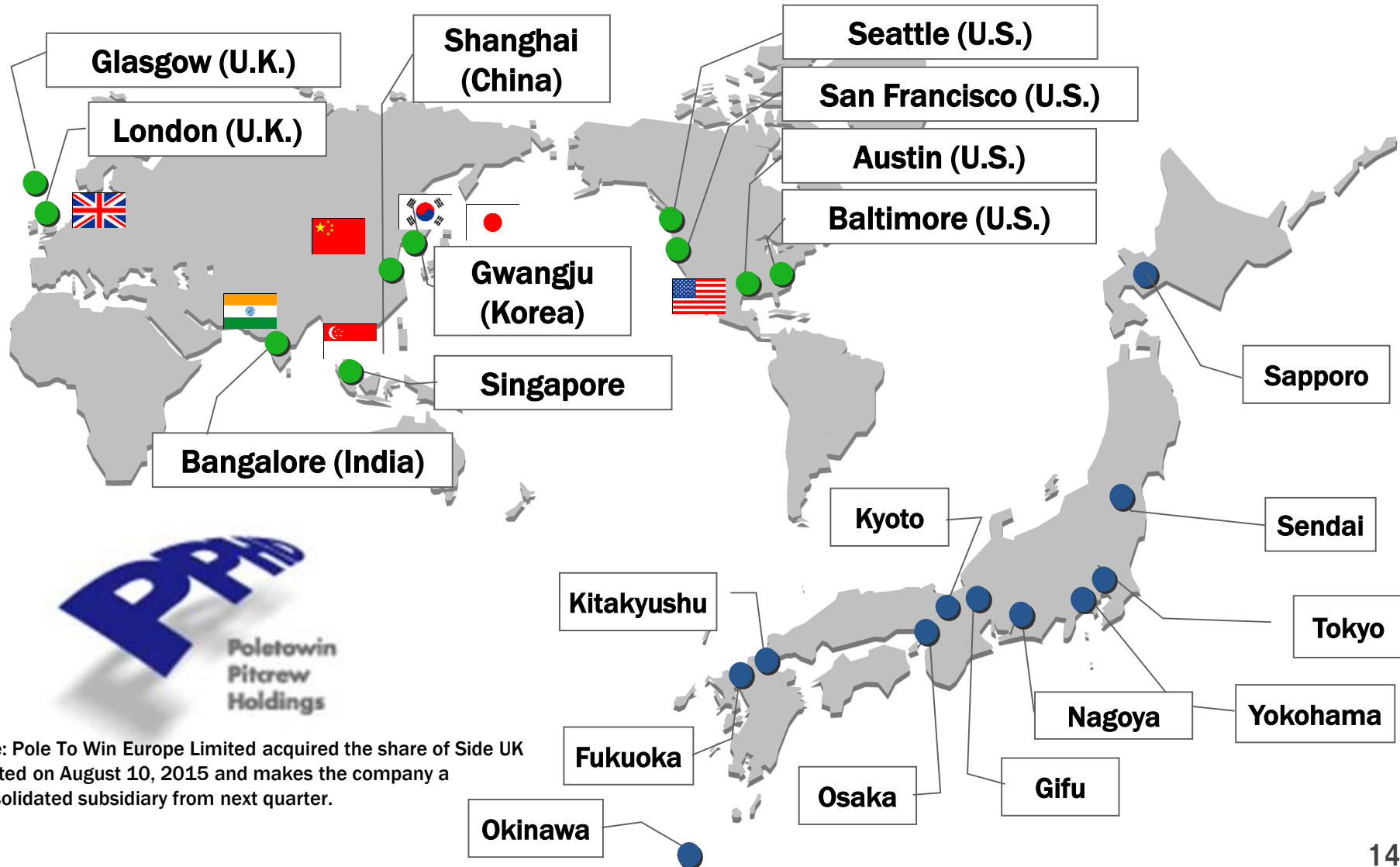
Note: Pole To Win Europe Limited acquired the share of Side UK Limited on August 10, 2015 and makes the company a consolidated subsidiary from next quarter.

### 3. Reference: Corporate Profile/Our Business

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

■ Operating in 11 cities in Japan and 6 foreign countries

(As of July 31, 2015)



Note: Pole To Win Europe Limited acquired the share of Side UK Limited on August 10, 2015 and makes the company a consolidated subsidiary from next quarter.

- 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.