



Poletowin Pitcrew Holdings, Inc.

Supplementary Information to the Financial Results for the Six Months Ended July 31, 2017

**Securities code: 3657
Abbreviation: Pole HD
September 8, 2017**

- 1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2017** **••• 2**
- 2. Consolidated Forecasts for the Year Ending January 31, 2018** **••• 8**
- 3. Reference: Corporate Profile/Our Business** **•••12**

1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2017

1-1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2017



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

	FY2018.1 Six Months Ended July 31, 2017 (2017.2 - 2017.7)		FY2017.1 Six Months Ended July 31, 2016 (2016.2 - 2016.7)		Change YoY	
	Results	Margin	Results	Margin	Change	Margin
Net sales	10,594	- %	8,885	- %	+1,708	+19.2%
Operating income	1,124	10.6%	853	9.6%	+271	+31.8%
Ordinary income	1,164	11.0%	669	7.5%	+494	+73.9%
Profit attributable to owners of parent	621	5.9%	267	3.0%	+353	+132.2%

*Percentages rounded down to one decimal place

1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2017

1-2. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2017



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

	Results For the Six Months Ended July 31, 2017		Forecasts For the Six Months Ended July 31, 2017		Change in Forecasts	
	Results	Margin	Forecasts	Margin	Change	Progress
Net sales	10,594	- %	10,474	- %	+120	101.1%
Operating income	1,124	10.6%	997	9.5%	+127	112.7%
Ordinary income	1,164	11.0%	969	9.3%	+195	120.1%
Profit attributable to owners of parent	621	5.9%	541	5.2%	+80	114.9%

*Percentages rounded down to one decimal place

1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2017



1-3. Segment Overviews for the Six Months Ended July 31, 2017

Testing/Verification & Evaluation Business

Net Sales ¥8,595 million (81.1% of net sales)

	FY2018.1 Six Months Ended July 31, 2017 (2017.2 - 2017.7)	FY2017.1 Six Months Ended July 31, 2016 (2016.2 - 2016.7)	Change YoY	
			Change	Margin
Net sales	8,595	7,199	+1,395	+19.4%
Operating income	1,170	1,033	+136	+13.2%
Operating margin	13.6%	14.4%	(0.8%)	-

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

Percentages rounded down to one decimal place

Internet Supporting Business

Net sales ¥1,770 million (16.7% of net sales)

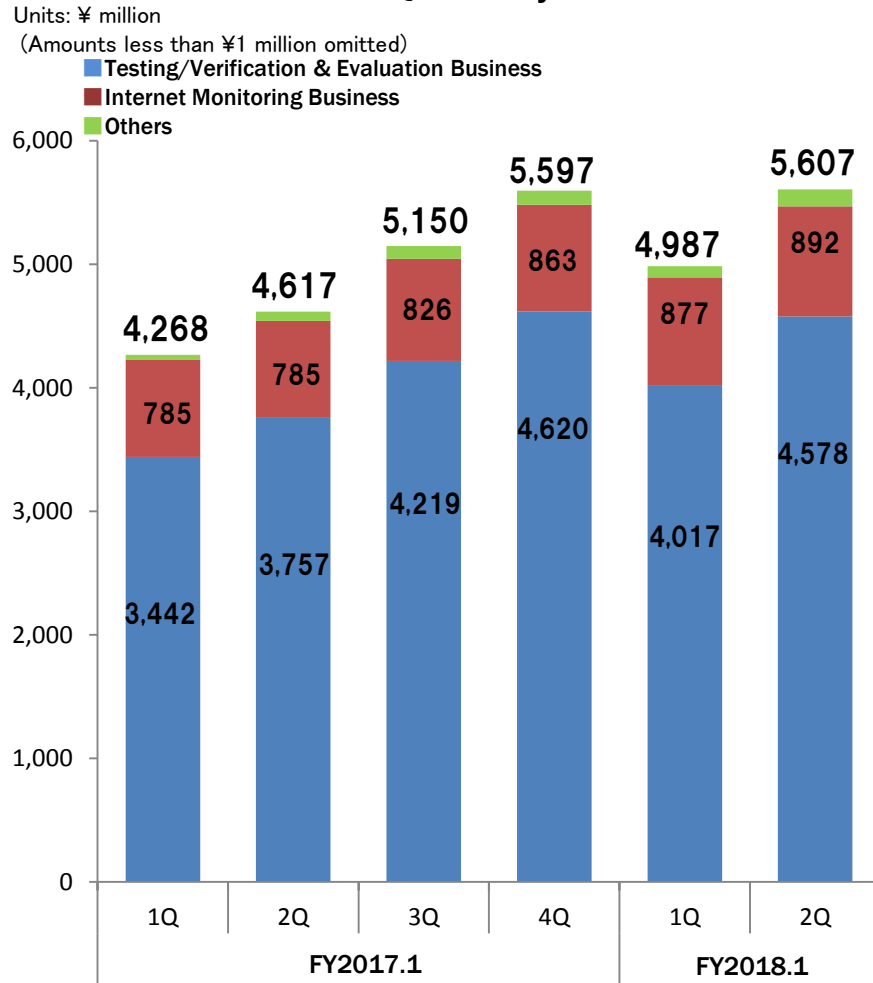
	FY2018.1 Six Months Ended July 31, 2017 (2017.2 - 2017.7)	FY2017.1 Six Months Ended July 31, 2016 (2016.2 - 2016.7)	Change YoY	
			Change	Margin
Net sales	1,770	1,570	+199	+12.7%
Operating income	70	(85)	+156	-%
Operating margin	4.0%	-%	-%	-

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

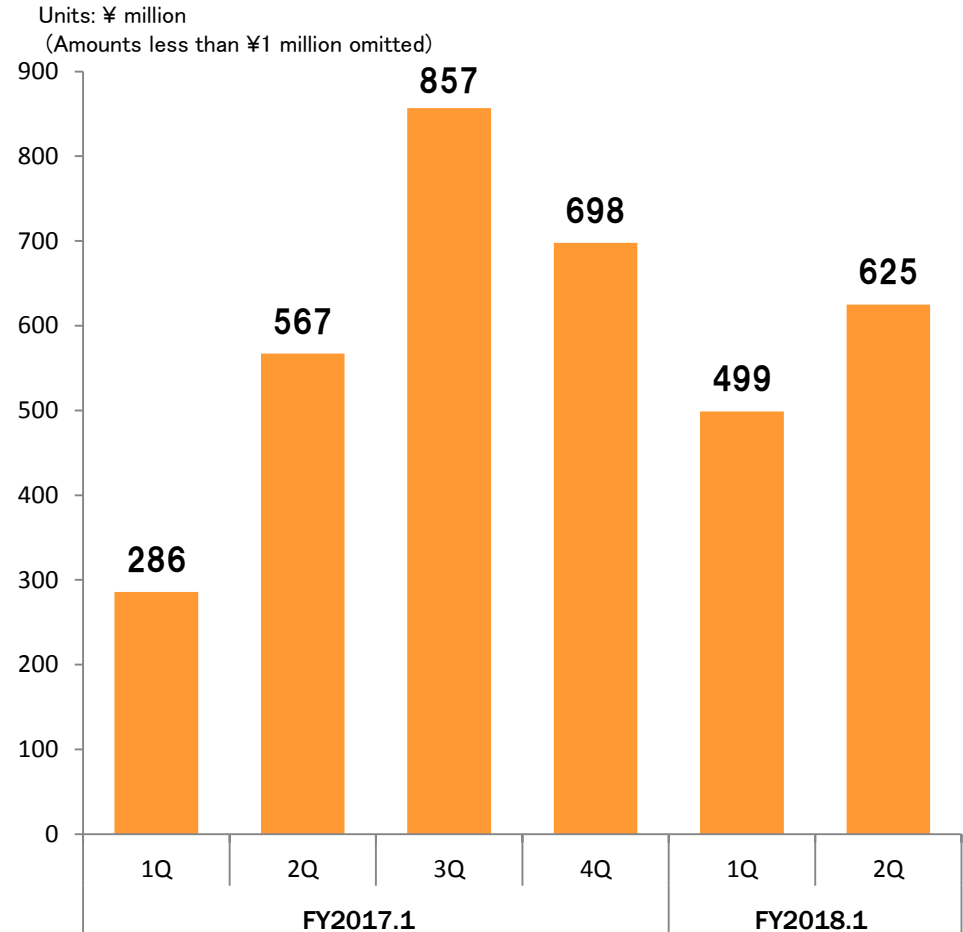
Percentages rounded down to one decimal place

1-4. Quarterly Net Sales and Operating Income

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, 2017	January 31, 2017	Change
Total current assets	8,544	8,703	(159)
Cash and deposits	4,703	5,075	(372)
Total property, plant and equipment	683	680	+2
Total intangible assets	1,443	1,592	(149)
Investments and other assets	900	864	+35
Total noncurrent assets	3,027	3,138	(111)
Total assets	11,571	11,842	(270)
Total current liabilities	2,747	2,604	+143
Total noncurrent liabilities	189	191	△1
Total liabilities	2,937	2,795	+141
Total net assets	8,633	9,046	(412)
Capital stock	1,237	1,237	-
Capital surplus	1,283	1,283	-
Retained earnings	7,357	7,084	+273
Treasury shares	(1,412)	(732)	(680)
Total liabilities and net assets	11,571	11,842	(270)

1-6. Financial Position: Consolidated Cash Flows

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

	Six Months Ended July 31, 2017	Six Months Ended July 31, 2016	YoY Change
Net Cash provided by operating activities	950	379	+571
Net cash used in investing activities	(273)	(258)	(15)
Net cash used in financing activities	(1,034)	(1,351)	+316
Effect of exchange rate change on cash and cash equivalents	(14)	(218)	+203
Net increase in cash and cash equivalents	(372)	(1,448)	+1,075
Cash and cash equivalents at beginning of period	5,075	5,636	(560)
Cash and cash equivalents at end of period	4,703	4,188	+514

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



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, 2017

2-2. Progress of Consolidated Forecasts for the Year Ending January 31, 2017



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

	Results For the Six Months Ended July 31, 2017	FY2018.1	
		Forecasts	Progress
Net sales	10,594	21,951	48.3%
Operating income	1,124	2,442	46.1%
Ordinary income	1,164	2,385	48.8%
Profit attributable to owners of parent	621	1,468	42.3%

Percentages rounded down to one decimal place

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

Dividend policy

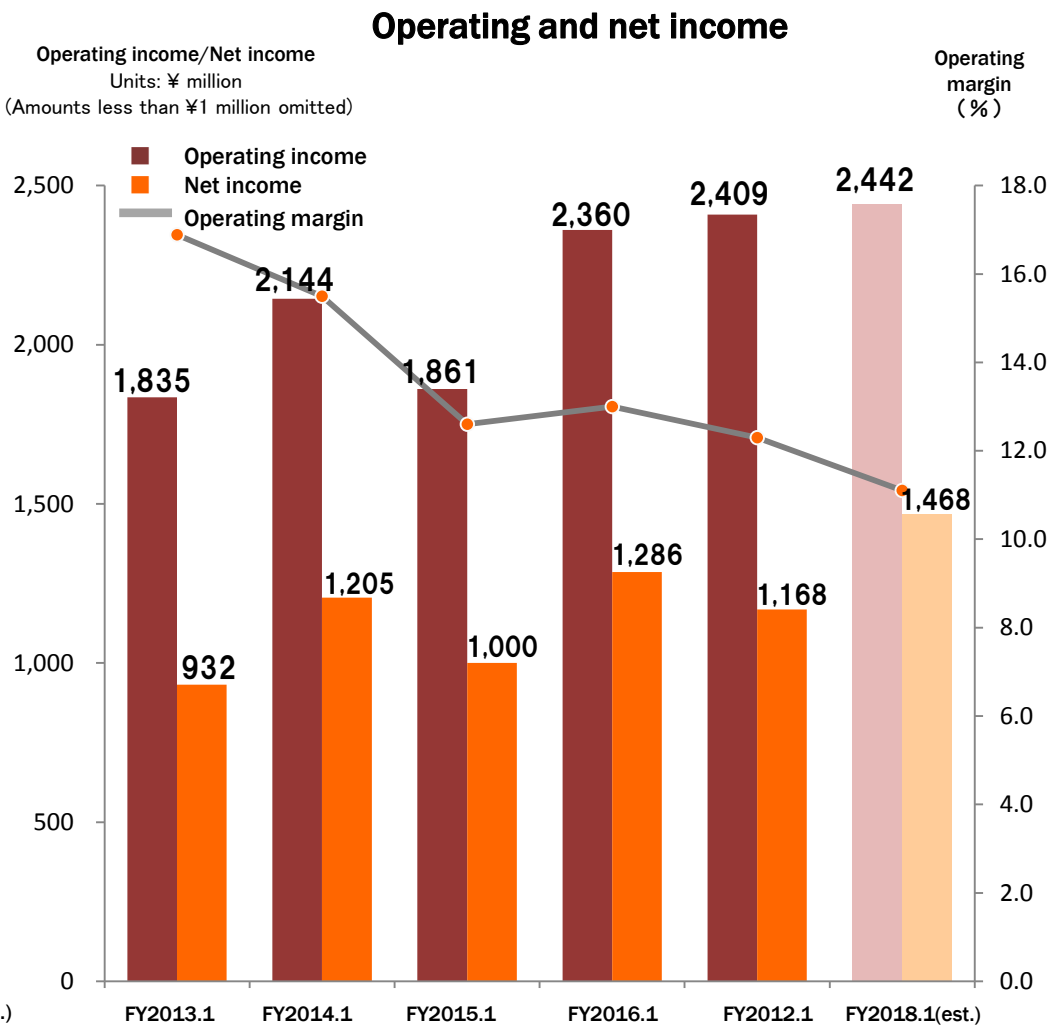
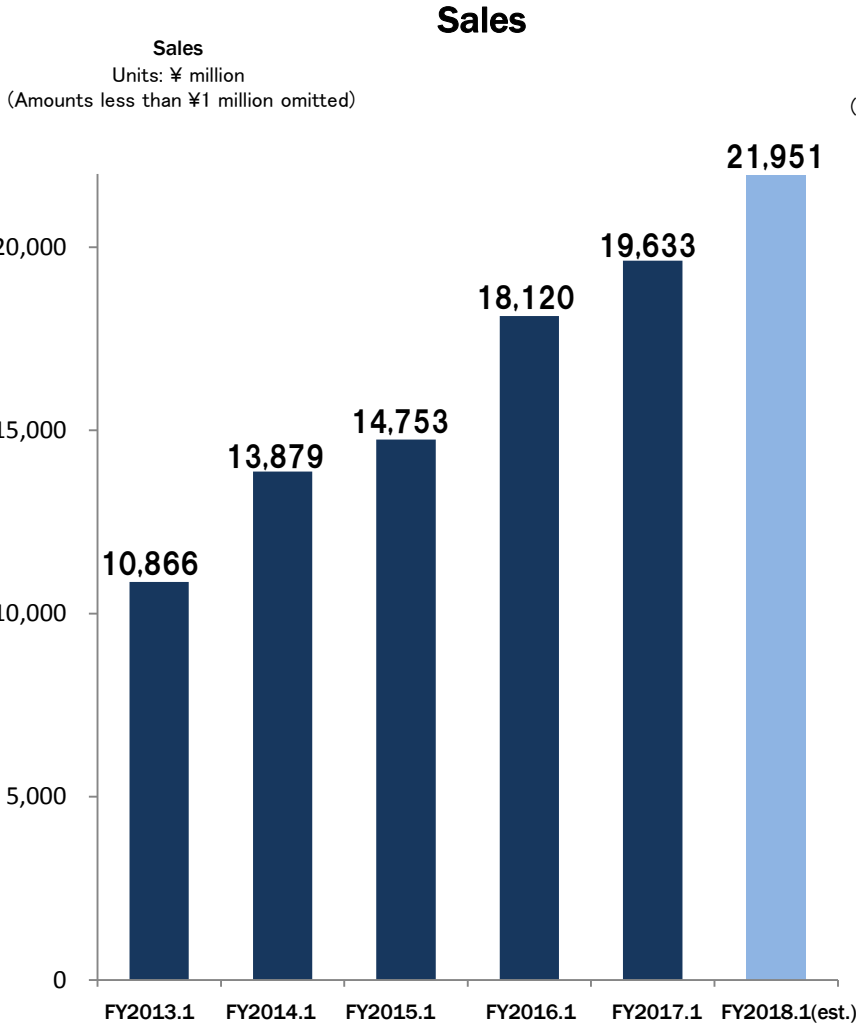
Target payout ratio of 25% to consolidated net income

Yearly dividends per share

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

2. Consolidated Forecasts for the Year Ending January 31, 2017

2-4. Consolidated Fiscal Performance and Plan



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

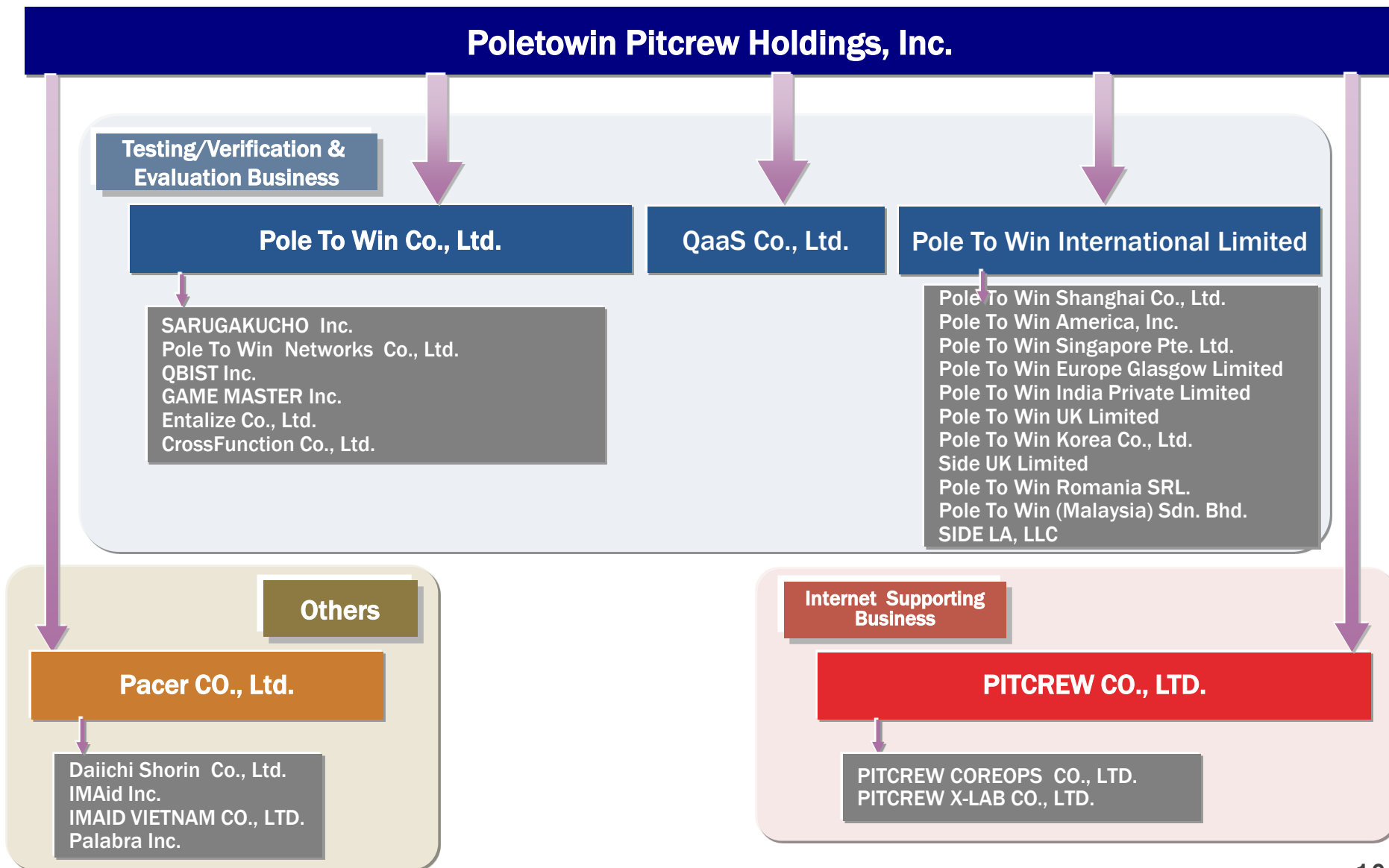
3-1. Corporate Profile

(As of July 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 28 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, media, and medical staffing services, among others</p>	
Consolidated Financial Results (FY2017.1)	<p>Net Sales: ¥19,633 Million</p> <p>Ordinary Income: ¥2,312 Million</p> <p>Net Income: ¥1,168 Million</p>	<p>No. of Employees on Consolidated Basis: 3,205 (including 1,356 full-time employees, as of January 31, 2017)</p>

3-2. Group Composition (28 Consolidated Subsidiaries)

(As of July 31, 2017)

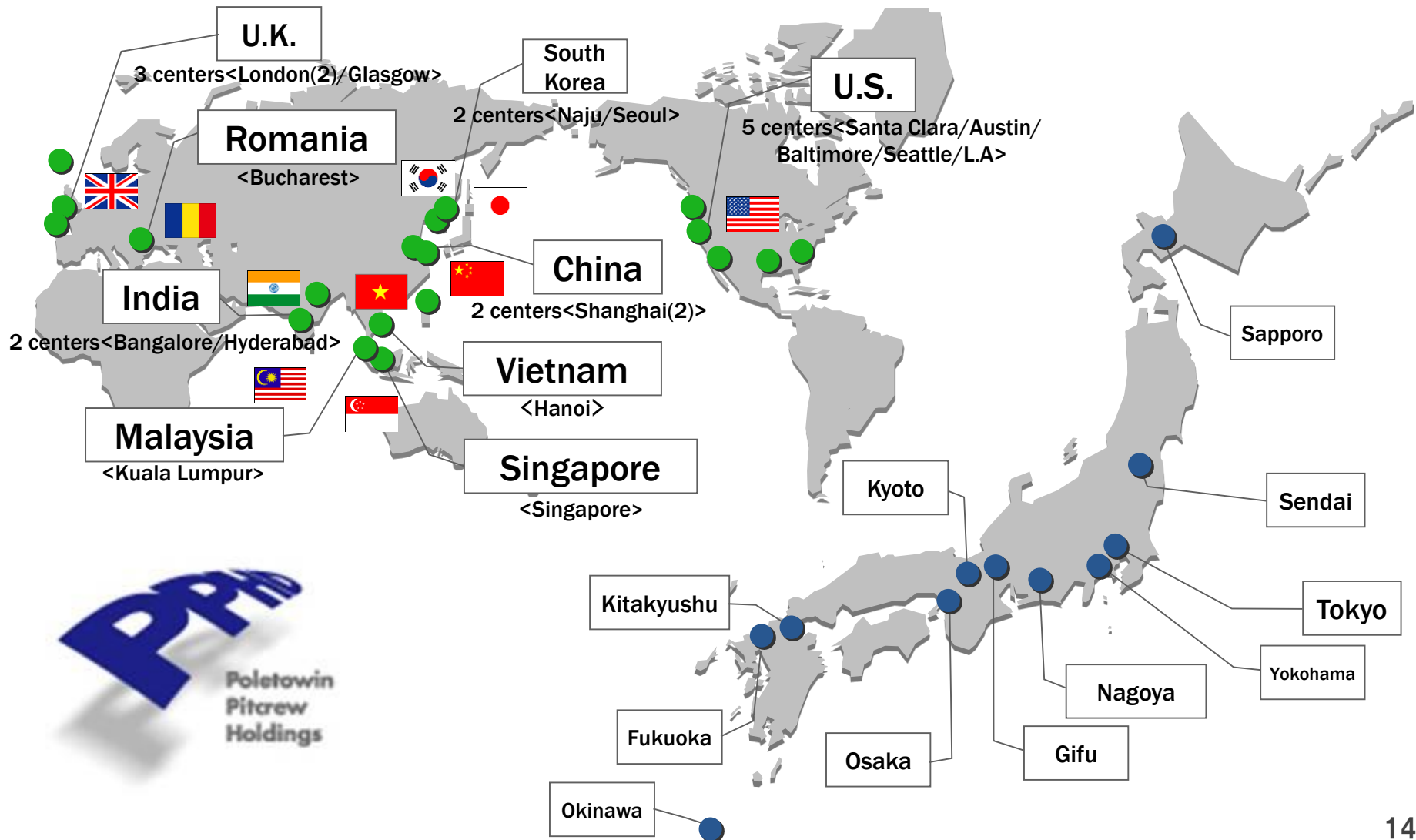


3. Reference: Corporate Profile/Our Business

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

■ Operating in 11 cities in Japan and 19 centers in 9 foreign countries

(As of July 31, 2017)



- 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.