



Securities code: 3657
Abbreviation: Pole HD
June 7, 2019

Poletowin Pitcrew Holdings, Inc.

Supplementary Information to the Financial Results for the Three Months Ended April 30, 2019

【Summary】

Net sales: ¥ 6,053 million (10.1% increase QoQ)
Operating profit: ¥ 758 million (39.3% increase QoQ)
Net income: ¥ 414 million (91.1% increase QoQ)

- <Testing/Verification & Evaluation Business >
 - Domestic sales improved.
 - Orders for outsourcing services for amusement equipment increased.
- <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 Three Months Ended April 30, 2019

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

	FY2020.1 Three Months Ended April 30, 2019 (2019.2 - 2019.4)		FY2019.1 Three Months Ended April 30, 2018 (2018.2 - 2018.4)		Change QoQ	
	Results	Margin	Results	Margin	Change	Margin
Net sales	6,053	- %	5,498	- %	554	+10.1%
Operating profit	758	12.5%	544	9.9%	214	+39.3%
Ordinary profit	700	11.6%	524	9.5%	175	+33.6%
Profit attributable to owners of parent	414	6.8%	216	3.9%	197	+91.1%

*Percentages rounded down to one decimal place

1-2. Segment Overviews for the Three Months Ended April 30, 2019

Testing/Verification & Evaluation Business

Net Sales ¥4,569 million (75.5% of net sales)

	FY2020.1	FY2019.1	Change YoY	
			Change	Margin
Net sales	4,569	4,175	+393	+9.4%
Operating profit	669	589	+79	+13.5%
Operating margin	14.6%	14.1%	+0.5%	—

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

*Percentages rounded down to one decimal place

Internet Supporting Business

Net Sales ¥1,435 million (23.7% of net sales)

	FY2020.1	FY2019.1	Change YoY	
			Change	Margin
Net sales	1,435	1,217	+217	+17.8%
Operating profit	82	42	+40	+94.9%
Operating margin	5.7%	3.5%	+2.2%	—

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

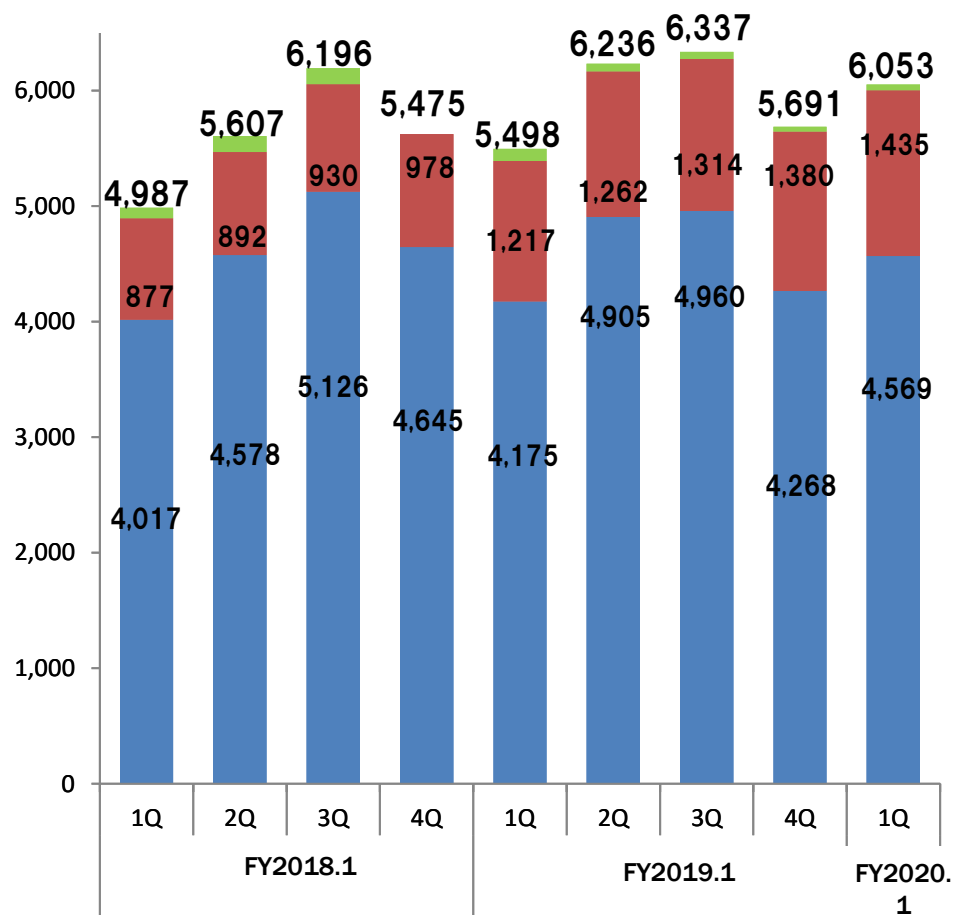
*Percentages rounded down to one decimal place

1-3. Quarterly Net Sales and Operating Profit

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

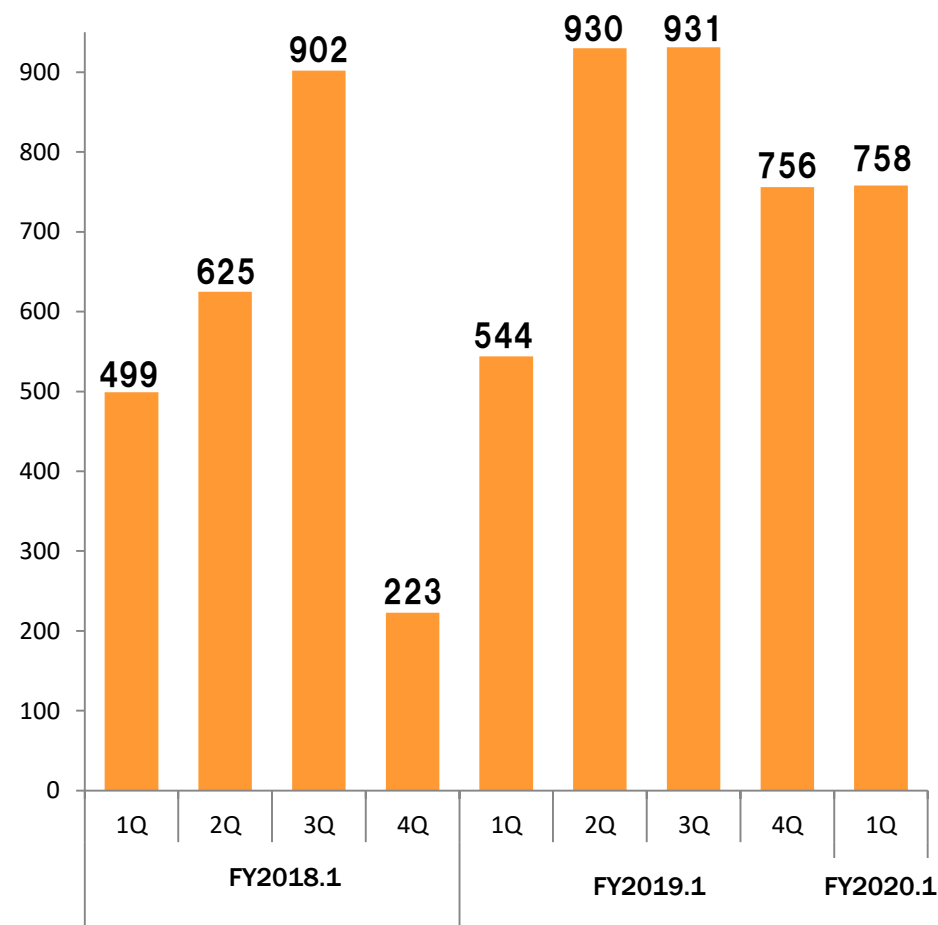
■ Testing/Verification & Evaluation Business
 ■ Internet Monitoring Business
 ■ Others

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)

	Apr. 30, 2019	Jan. 31, 2019	Change
Total current assets	13,375	12,863	+511
Cash and deposits	9,186	9,345	(159)
Total property, plant and equipment	640	650	(10)
Total intangible assets	927	998	(70)
Investments and other assets	1,164	1,030	+134
Total non-current assets	2,731	2,678	+53
Total assets	16,107	15,542	+564
Total current liabilities	3,154	2,670	+483
Total non-current liabilities	188	173	+14
Total liabilities	3,342	2,844	+498
Total net assets	12,764	12,697	+66
Capital stock	1,237	1,237	—
Capital surplus	2,377	2,377	—
Retained earnings	9,332	9,334	(1)
Treasury shares	(170)	(170)	—
Total liabilities and net assets	16,107	15,542	+564

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	26,217	23,763	+2,454	+10.3%
Operating profit	3,179	3,162	+17	+0.5%
Ordinary profit	3,150	3,082	+68	+2.2%
Profit attributable to owners of parent	2,045	1,839	+206	+11.2%
Net income per share	¥ 53.65	¥ 49.97	¥ +3.68	—
Cash dividends per share	¥ 12	¥ 11	¥ +1	—

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 Three Months Ended April 30, 2019	Six Months Ending July 31, 2019		FY2020.1	
		Forecast	Progress	Forecast	Progress
Net sales	6,053	12,246	49.4%	26,217	23.1%
Operating profit	758	1,276	59.4%	3,179	23.9%
Ordinary profit	700	1,262	55.5%	3,150	22.2%
Profit attributable to owners of parent	414	764	54.2%	2,045	20.3%

Percentages rounded down to one decimal place

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

Dividend policy

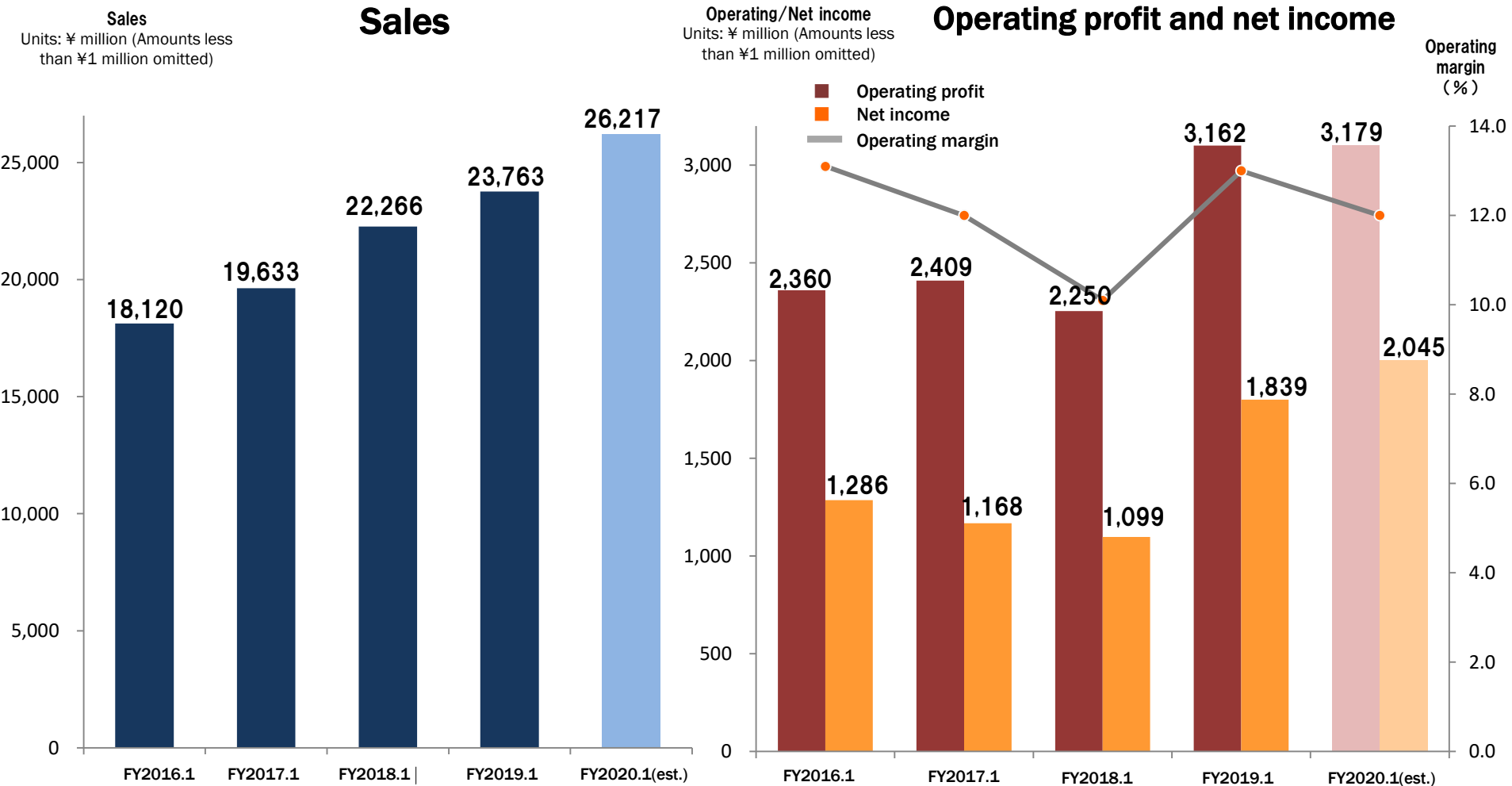
Target payout ratio of 25% to consolidated net income

Yearly dividends per share

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 12, 2019.

3-1. Corporate Profile

(As of April 30, 2019)

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, 2019)	
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 28 consolidated subsidiaries and 1 affiliated company accounted for by the equity-method.</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 2019)	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 April 30, 2019)

Poletowin Pitcrew Holdings, Inc.

Testing/Verification & Evaluation Business

Pole To Win Co., Ltd.

QaaS Co., Ltd.

Pole To Win International Limited

SARUGAKUCHO Inc.
 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

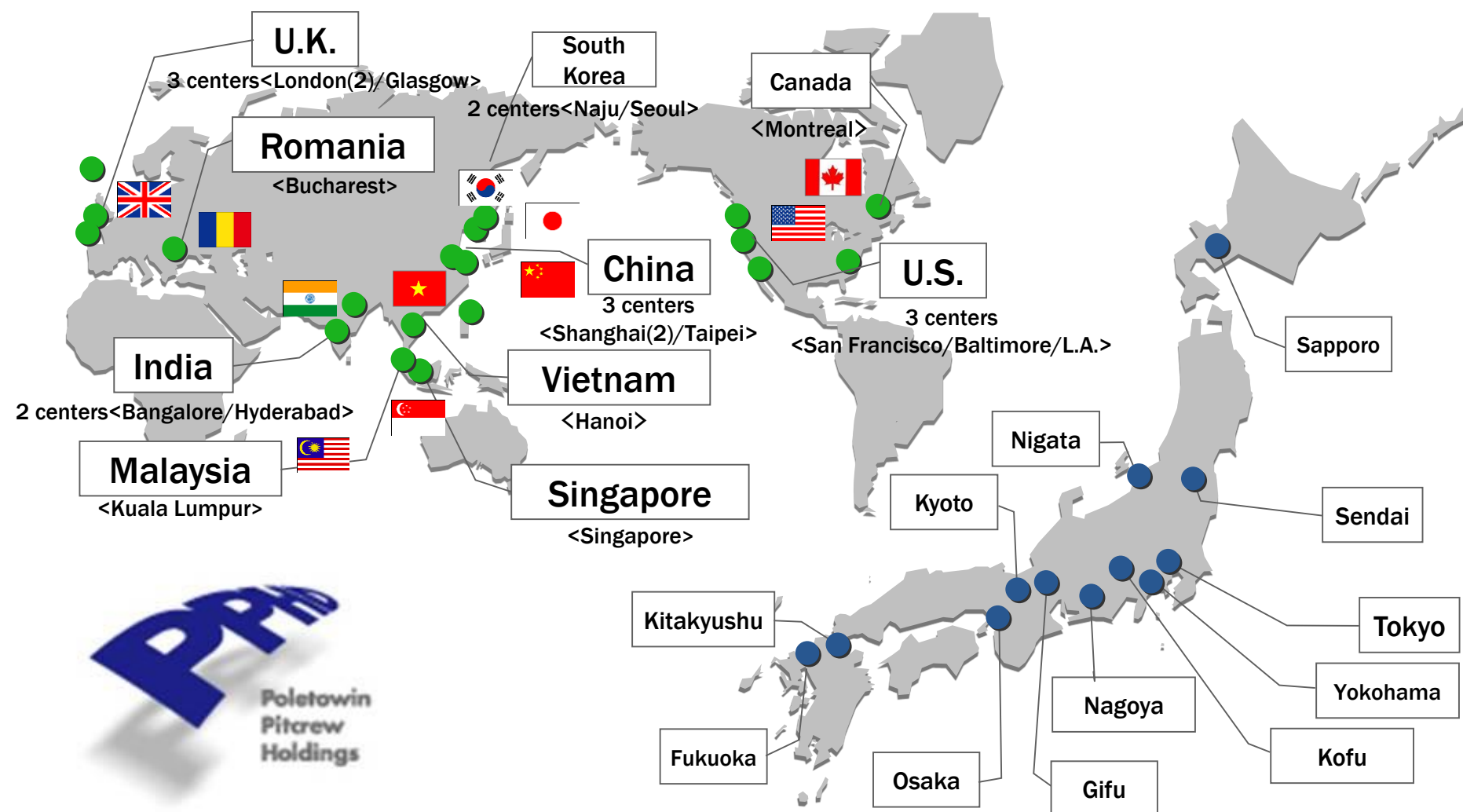
PITCREW CO., LTD.

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

3-3. Business Sites

■ Operating in 12 cities in Japan and 18 centers in 10 overseas countries

(As of April 30, 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.