
Poletowin Pitcrew Holdings, Inc.

Supplementary Information to the Financial Results for the Three Months Ended April 30, 2021

【Summary】

Net sales:	¥8,015 million	(26.6% increase QoQ)
Operating profit:	¥830 million	(36.9% increase QoQ)
Net profit:	¥530 million	(38.3% increase QoQ)

➤ <Testing/Verification & Evaluation Business >

- Net sales increased 29.4%, operating profit increased 16.1% compared to same period of previous year.
- Overseas sales increased. Business performance of the Group's newly consolidated USA subsidiary, 1518 Studios, Inc., is included from this term.
- CREST Inc. produced and acted as lead management for a TV animation.
- Received orders for government's GIGA School Project. This Project aims to create ICT environment at schools.

➤ <Internet Supporting Business>

- Net sales increased 16.2%, operating profit increased 81.4% compared to same period of previous year.
- Orders for non-face-to-face EC related services such as EC monitoring and customer support increased.
- Orders relating to preventing fraud for non-contact QR code settlement increased.
- Orders for game customer support increased as number of people staying at home increased due to COVID-19.

➤ <Others>

- During this term, the Group's headquarter was relocated to expand floor space. The administration & sales division of Group's main business subsidiaries were integrated to this headquarter in order to enhance synergy.

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1-1. Overview of Consolidated Financial Results for the Three Months Ended April 30, 2021

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

	FY2022.1 Three Months Ended April 30, 2021 (2021.2 - 2021.4)		FY2021.1 Three Months Ended April 30, 2020 (2020.2 - 2020.4)		Change QoQ	
	Results	Margin	Results	Margin	Results	Margin
Net sales	8,015	- %	6,332	- %	+1,683	+26.6%
Operating profit	830	10.4%	606	9.6%	+224	+36.9%
Ordinary profit	857	10.7%	651	10.3%	+206	+31.7%
Profit attributable to owners of parent	530	6.6%	383	6.1%	+146	+38.3%

*Percentages rounded down to one decimal place

1-2. Segment Overviews for the Three Months Ended April 30, 2021

Testing/Verification & Evaluation Business

Net Sales ¥6,135 million (76.5% of net sales)

	FY2022.1	FY2021.1	Change YoY	
			Change	Margin
Net sales	6,135	4,742	+1,393	+29.4%
Operating profit	649	559	+89	+16.1%
Operating margin	10.6%	11.8%	(1.2%pt)	—

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

*Percentages rounded down to one decimal place

Internet Supporting Business

Net Sales ¥1,762 million (22.0% of net sales)

	FY2022.1	FY2021.1	Change YoY	
			Change	Margin
Net sales	1,762	1,516	+245	+16.2%
Operating profit	184	101	+83	+81.4%
Operating margin	10.5%	6.7%	+3.8%pt	—

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

*Percentages rounded down to one decimal place

1-3. Quarterly Net Sales and Operating Profit

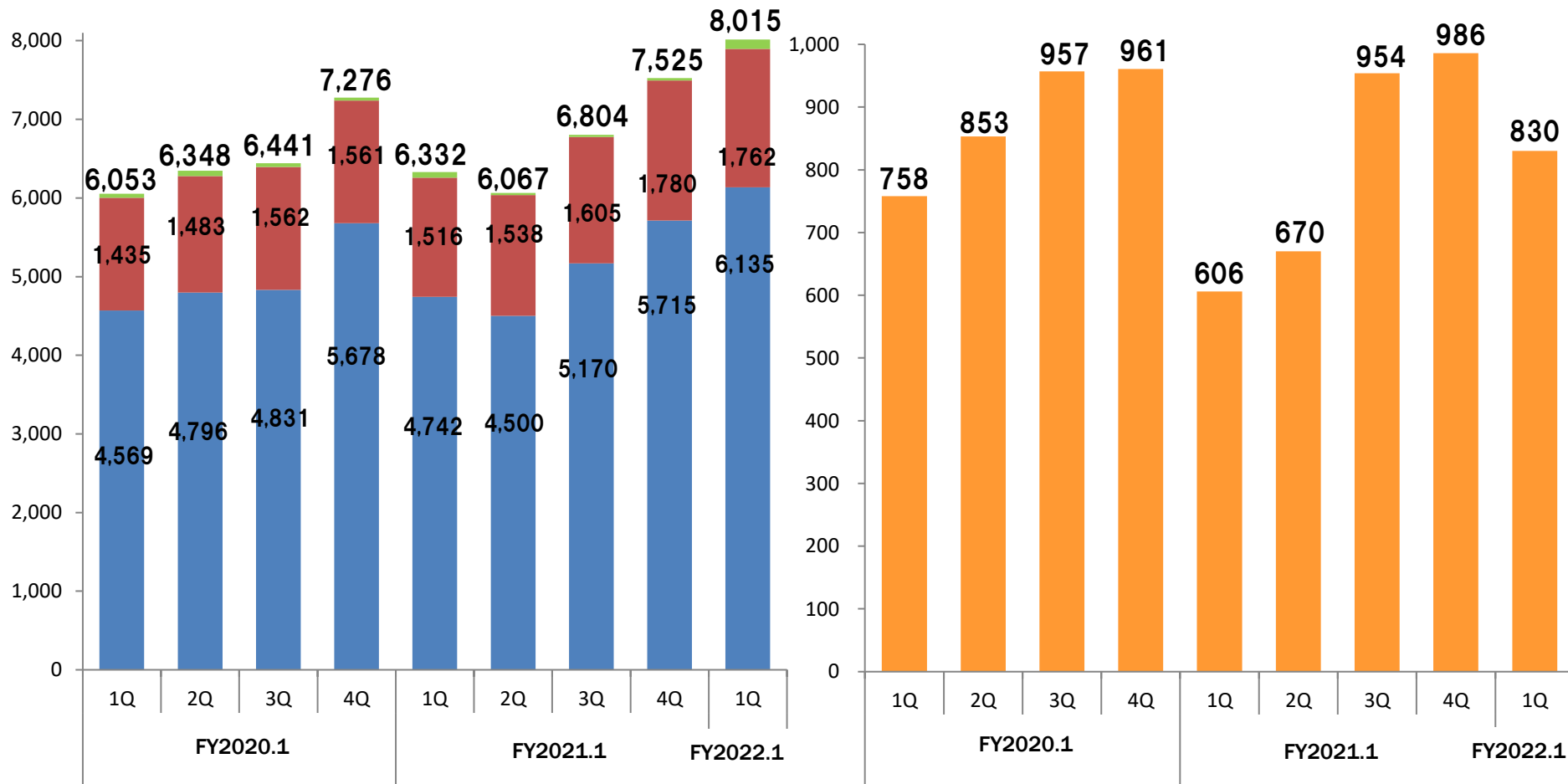
Units: ¥ million (Amounts less than ¥1 million omitted)

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

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

Quarterly sales

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)

	As of Apr. 30, 2021	As of Jan. 31, 2021	Change
Total current assets	16,399	17,102	(703)
Cash and deposits	10,376	11,158	(782)
Total property, plant and equipment	817	694	+123
Total intangible assets	1,533	940	+593
Investments and other assets	1,702	1,652	+50
Total non-current assets	4,054	3,286	+767
Total assets	20,453	20,389	+64
Total current liabilities	4,182	4,454	(271)
Total non-current liabilities	273	260	+13
Total liabilities	4,456	4,714	(258)
Total net assets	15,997	15,675	+322
Capital stock	1,239	1,239	–
Capital surplus	2,379	2,379	–
Retained earnings	12,410	12,372	+37
Treasury shares	(167)	(167)	(0)
Total liabilities and net assets	20,453	20,389	+64

2-1. Consolidated Forecasts for the Year Ending January 31, 2022

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

	Fiscal 2022.1 Forecasts	Fiscal 2021.1 Results	YoY change	
			Amount	%
Net sales	30,077	26,729	+3,347	+12.5%
Operating profit	3,452	3,217	+234	+7.3%
Ordinary profit	3,392	3,595	(203)	(5.7%)
Profit attributable to owners of parent	2,123	2,119	+3	+0.2%
Net profit per share	¥55.66	¥55.99	(¥0.33)	—
Cash dividends per share	¥14	¥13	¥+1	—

Percentages rounded down to one decimal place

2-2. Progress of Consolidated Forecasts for the Year Ending January 31, 2022

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

	Results For the Three Months Ended April 30, 2021	Six Months Ending July 31, 2021		FY2022.1	
		Forecast	Progress	Forecast	Progress
Net sales	8,015	14,426	55.6%	30,077	26.7%
Operating profit	830	1,388	59.8%	3,452	24.1%
Ordinary profit	857	1,359	63.1%	3,392	25.3%
Profit attributable to owners of parent	530	791	67.0%	2,123	25.0%

Percentages rounded down to one decimal place

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

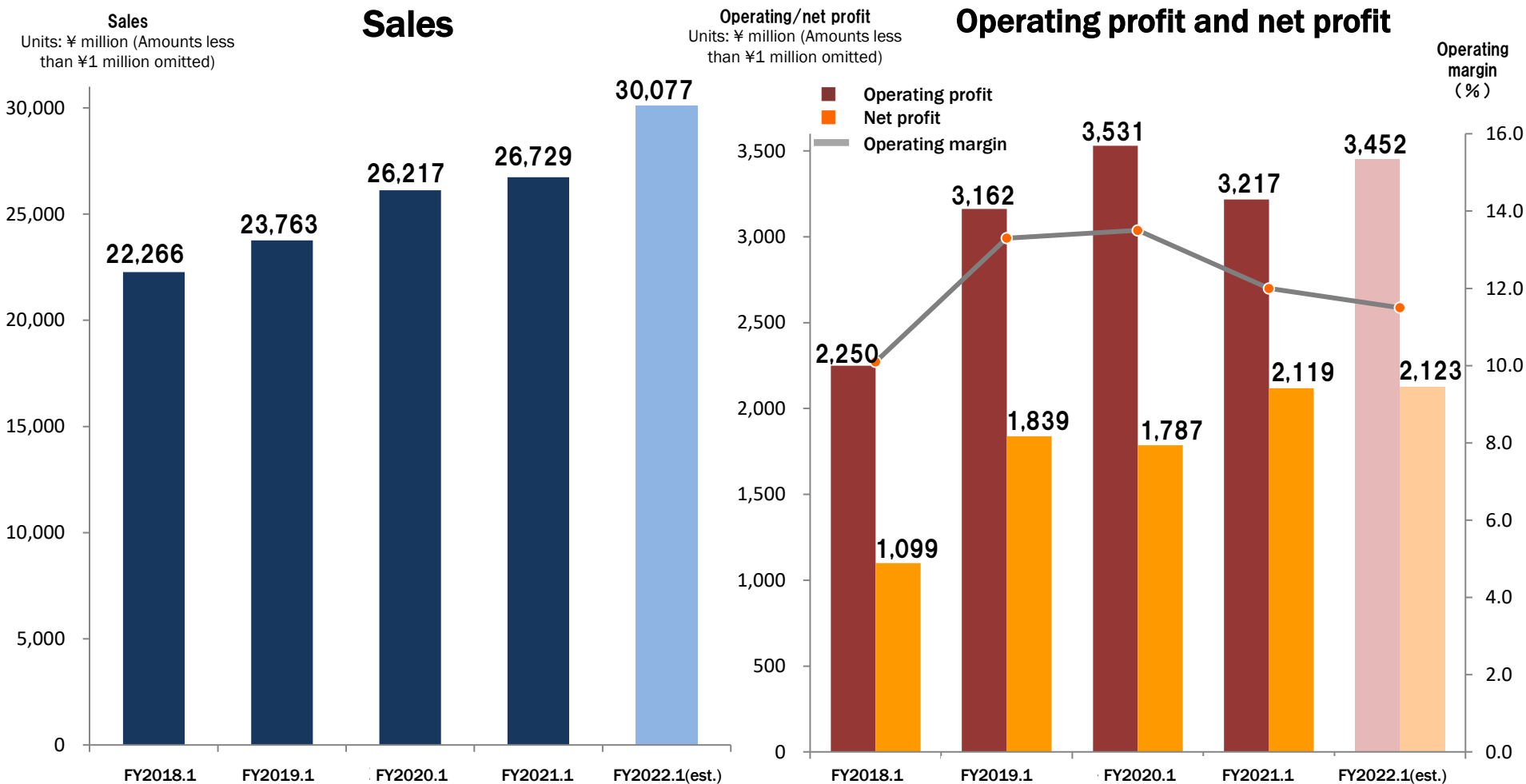
Dividend policy

Target payout ratio of 25% to consolidated net profit

Yearly dividends per share

Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 Forecast
¥11/share	¥12/share	¥13/share	¥14/share

2-4. Consolidated Fiscal Performance and Plan



Note: FY2022.1 estimates are forecasts disclosed on March 15, 2021.

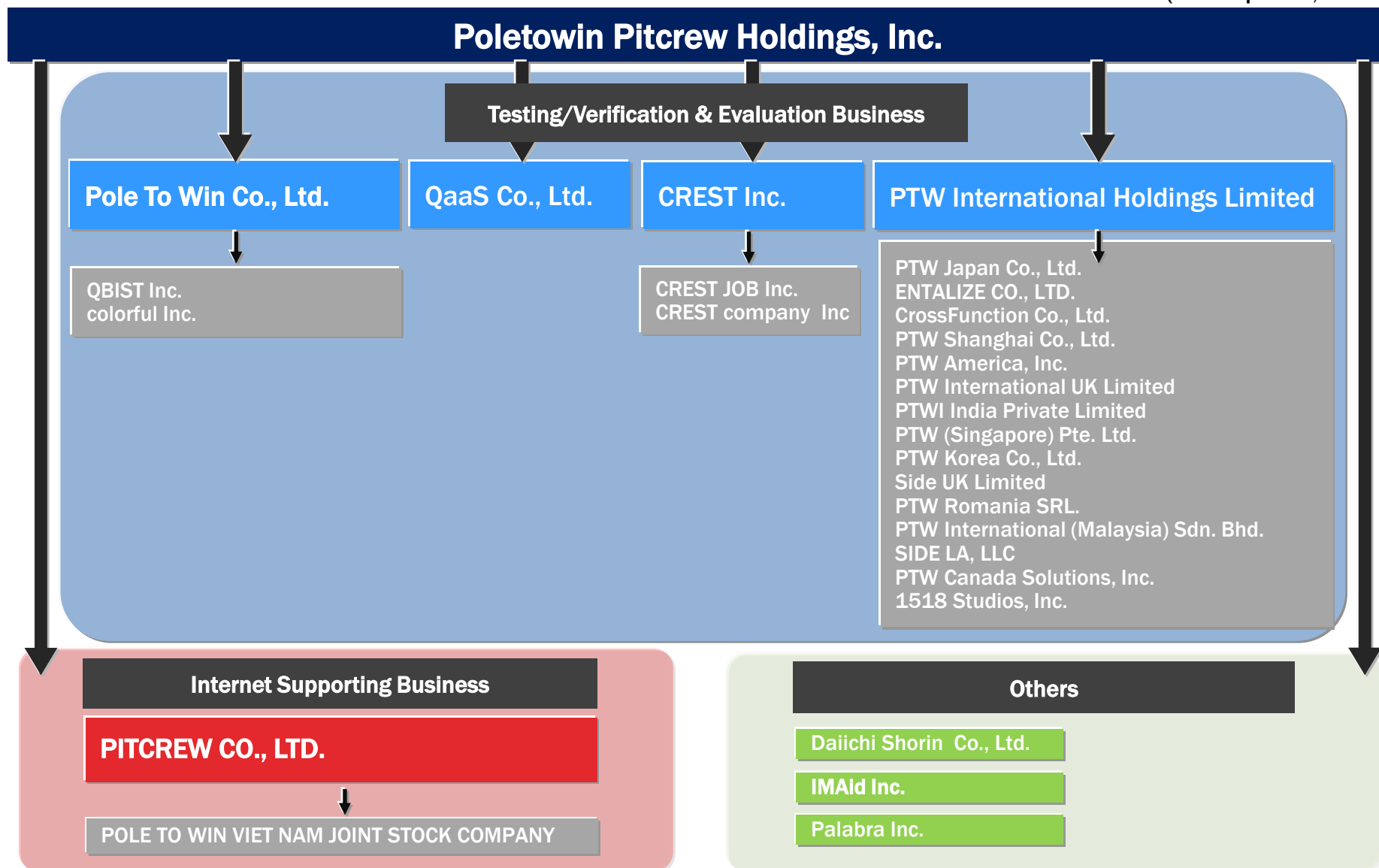
3-1. Corporate Profile

(As of April 30, 2021)

Company Name	Poletowin Pitcrew Holdings, Inc.	
Representatives	Tamiyoshi Tachibana, Chairman Teppei Tachibana, President & CEO	
Head Office	Shinjuku NS Building, 2-4-1, Nishi-Shinjuku, Shinjuku-ku, Tokyo, Japan	
Date Established	February 2, 2009	
Capital	¥1,239 Million (As of January 31, 2021)	
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 2021)	Net Sales: ¥26,729 Million Ordinary Profit: ¥ 3,595 Million Net profit: ¥ 2,119 Million	No. of Employees on Consolidated Basis: 5,693 (including 2,276 full-time employees as of January 31, 2021)

3-2. Group Composition (29 Consolidated Subsidiaries)

(As of April 30, 2021)



3-3. Business Sites

■ Operating in 11 cities in Japan and 18 sites in 10 overseas countries

(As of April 30, 2021)



- 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.