
Poletowin Pitcrew Holdings, Inc.

Supplementary Information to the Financial Results for the Three Months Ended April 30, 2020

【Summary】

Net sales: ¥6,332 million (4.6% increase QoQ)

Operating profit: ¥606 million (20.1% decrease QoQ)

Net profit: ¥383 million (7.4% decrease QoQ)

➤ <Testing/Verification & Evaluation Business >

- Overseas sales increased. Orders from existing clients increased as well as number of new clients.
- The number of people staying at home increased thus more people played games which resulted in order increase for customer support.

➤ <Internet Supporting Business>

- Orders for EC related services such as EC monitoring and customer support increased, as the number of people staying at home increased due to COVID-19.

➤ <Others>

- Due to changes in the accounting periods for two subsidiaries, the financial results is reflected for two months for these companies.
- Please refer to (3) Qualitative Information on Consolidated Earnings Forecasts of Consolidated Financial Results for further information on impact of COVID-19.

1. Overview of Consolidated Financial Results for the Three Months Ended April 30, 2020	2
2. Consolidated Forecasts for the Year Ending January 31, 2021	6
3. Reference: Corporate Profile/Our Business	10

1-1. Overview of Consolidated Financial Results for the Three Months Ended April 30, 2020

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

	FY2021.1 Three Months Ended April 30, 2020 (2020.2 - 2020.4)		FY2020.1 Three Months Ended April 30, 2019 (2019.2 - 2019.4)		Change QoQ	
	Results	Margin	Results	Margin	Results	Margin
Net sales	6,332	- %	6,053	- %	+278	+4.6%
Operating profit	606	9.6%	758	12.5%	(152)	(20.1%)
Ordinary profit	651	10.3%	700	11.6%	(48)	(6.9%)
Profit attributable to owners of parent	383	6.1%	414	6.8%	(30)	(7.4%)

*Percentages rounded down to one decimal place

1-2. Segment Overviews for the Three Months Ended April 30, 2020

Testing/Verification & Evaluation Business

Net Sales ¥4,742 million (74.9% of net sales)

	FY2021.1	FY2020.1	Change YoY	
			Change	Margin
Net sales	4,742	4,569	+173	+3.8%
Operating profit	559	669	(109)	(16.4%)
Operating margin	11.8%	14.6%	(2.8%)	—

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

*Percentages rounded down to one decimal place

Internet Supporting Business

Net Sales ¥1,516 million (23.9% of net sales)

	FY2021.1	FY2020.1	Change YoY	
			Change	Margin
Net sales	1,516	1,435	+81	+5.7%
Operating profit	101	82	+19	+23.7%
Operating margin	6.7%	5.7%	+1.0%	—

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

*Percentages rounded down to one decimal place

1-3. Quarterly Net Sales and Operating Profit

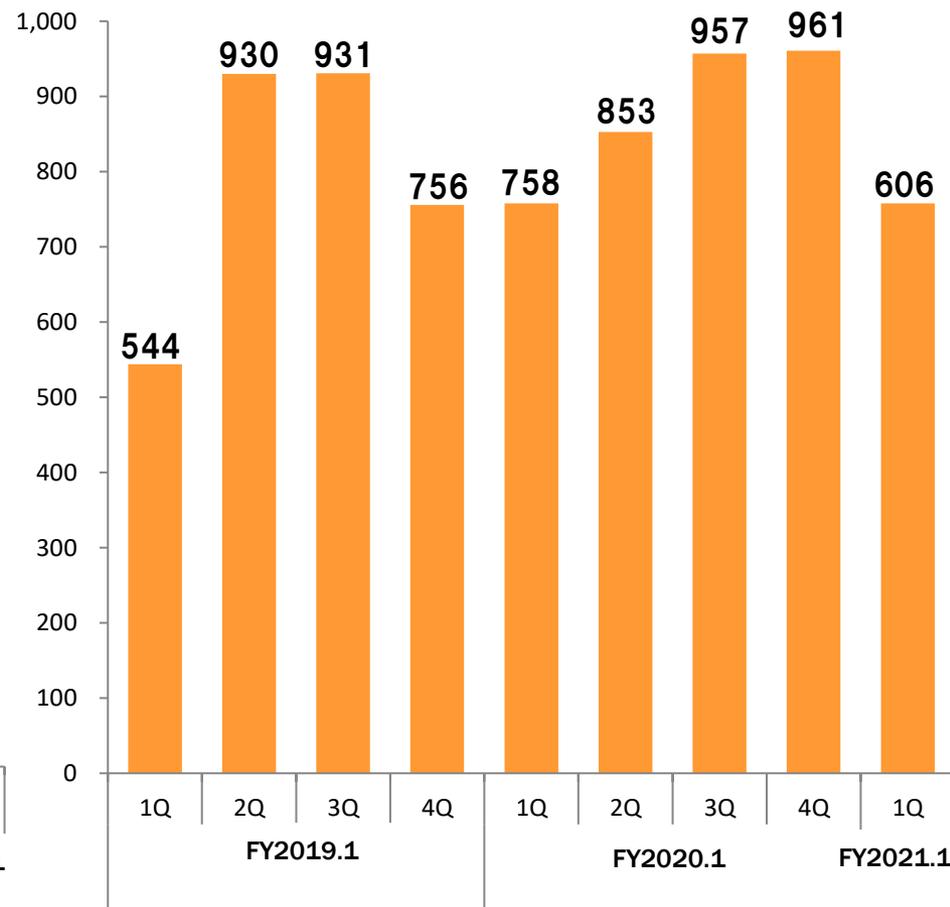
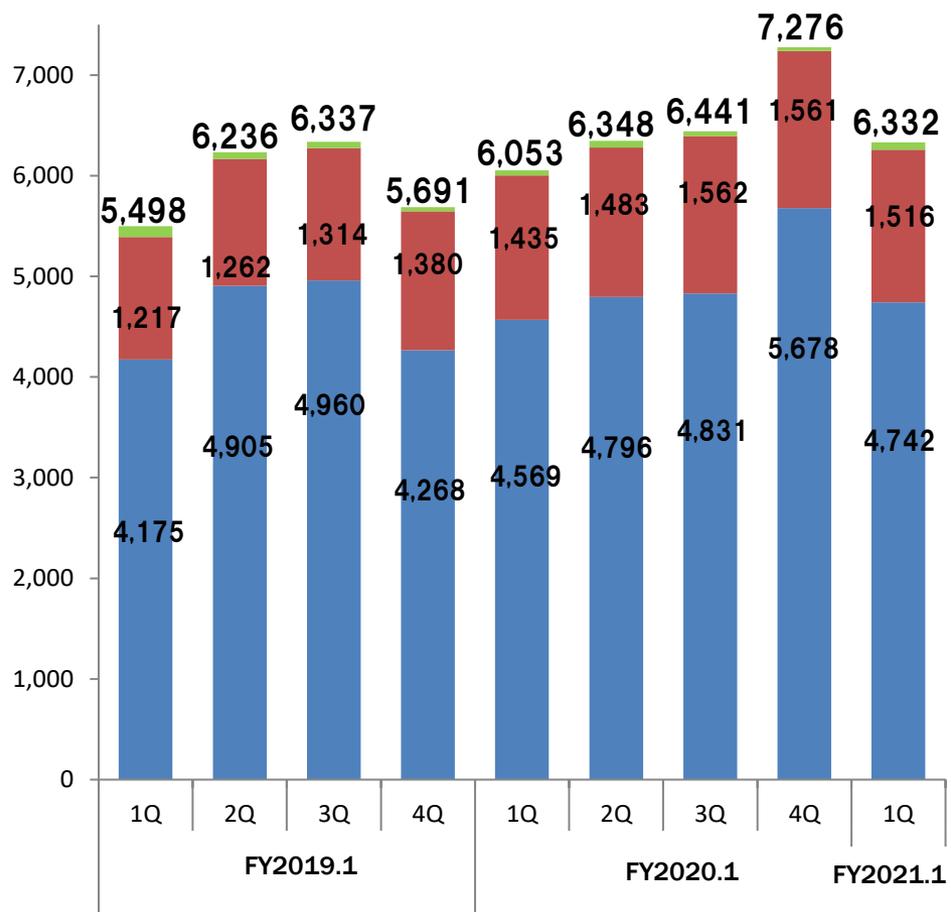
Units: ¥ million (Amounts less than ¥1 million omitted)

- 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)

	As of Apr. 30, 2020	As of Jan. 31, 2020	Change
Total current assets	15,531	14,705	+825
Cash and deposits	10,797	10,514	+282
Total property, plant and equipment	703	718	(14)
Total intangible assets	1,011	908	+102
Investments and other assets	1,412	1,431	(19)
Total non-current assets	3,127	3,058	+68
Total assets	18,658	17,763	+894
Total current liabilities	4,447	3,146	+1,300
Total non-current liabilities	243	296	(52)
Total liabilities	4,691	3,443	+1,248
Total net assets	13,967	14,320	(353)
Capital stock	1,237	1,237	+0
Capital surplus	2,378	2,377	+0
Retained earnings	10,635	10,706	(70)
Treasury shares	(169)	(169)	-
Total liabilities and net assets	18,658	17,763	+894

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 Three Months Ended April 30, 2020	Six Months Ending July 31, 2020		FY2021.1	
		Forecast	Progress	Forecast	Progress
Net sales	6,332	13,768	46.0%	28,744	22.0%
Operating profit	606	1,554	39.0%	3,587	16.9%
Ordinary profit	651	1,560	41.7%	3,576	18.2%
Profit attributable to owners of parent	383	1,000	38.3%	2,341	16.4%

Percentages rounded down to one decimal place

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

Dividend policy

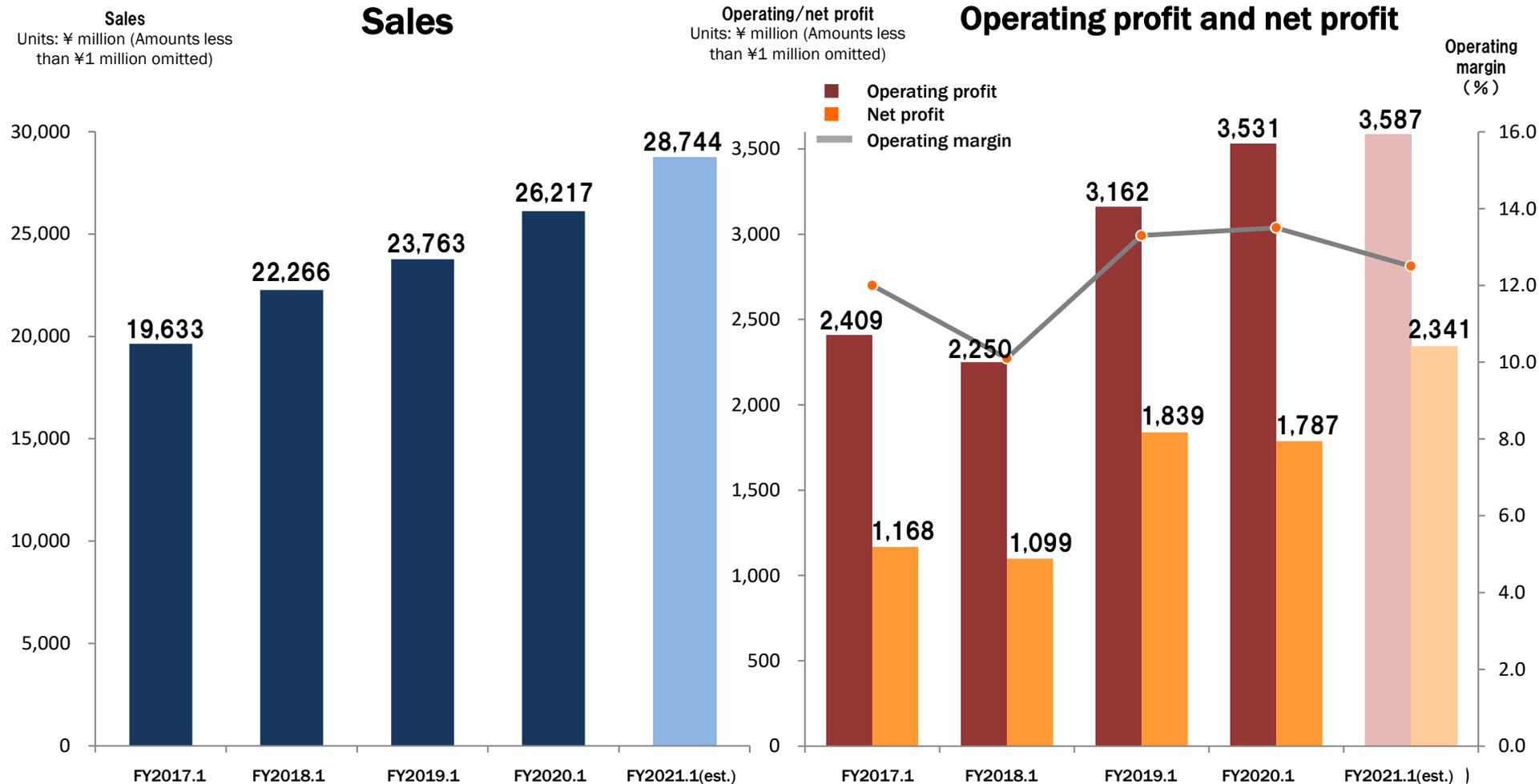
Target payout ratio of 25% to consolidated net profit

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.

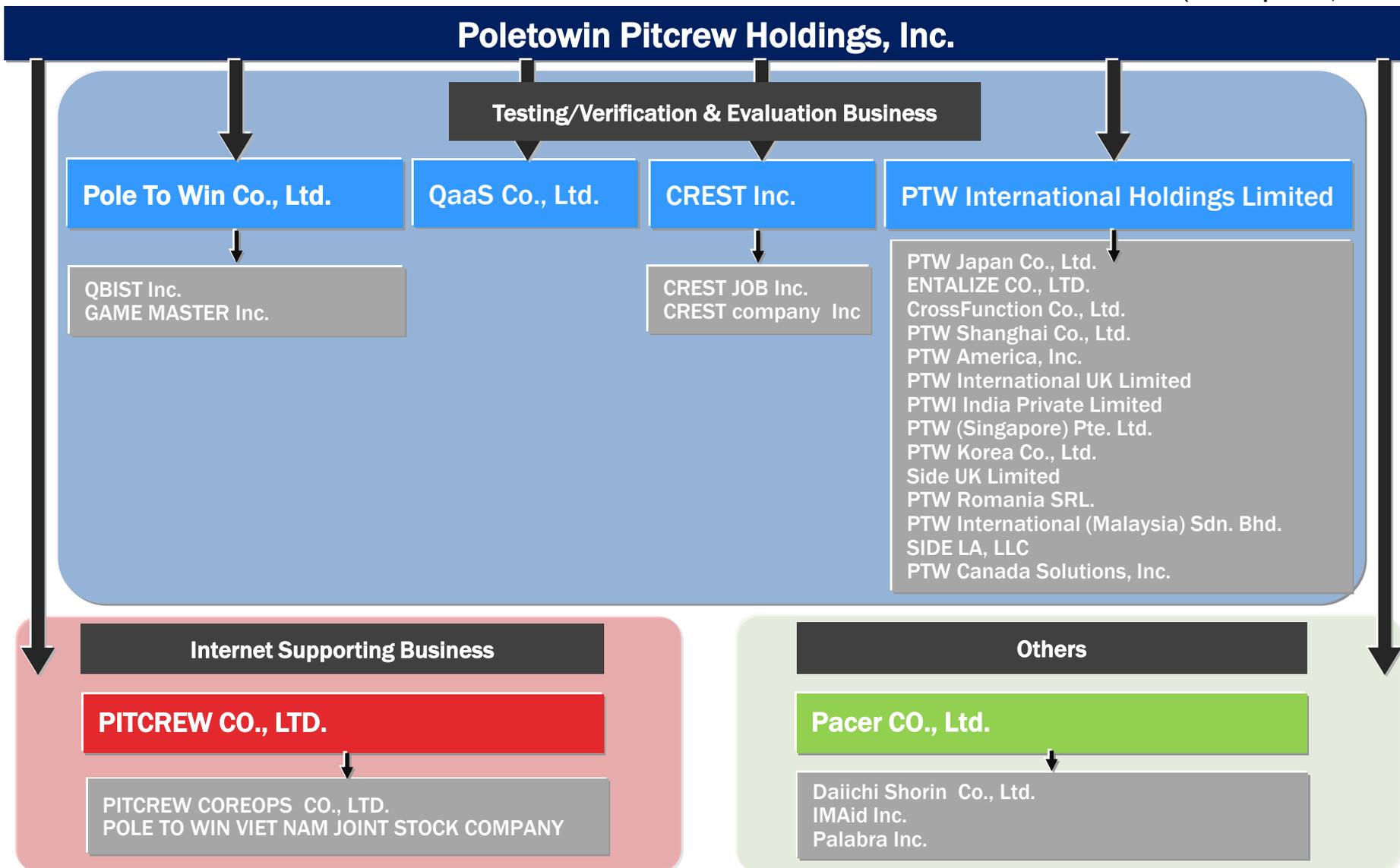
3-1. Corporate Profile

(As of April 30, 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 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 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 (29 Consolidated Subsidiaries)

(As of April 30, 2020)



3-3. Business Sites

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

(As of April 30, 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.