
Pole To Win Holdings, Inc.

Supplementary Information to the Financial Results for the Nine Months Ended Oct 31, 2022

<Summary>

Net sales:	¥30,126 million	(23.8% increase QoQ)
Operating profit:	¥2,016 million	(15.3% decrease QoQ)
Net profit:	¥540 million	(66.3% decrease QoQ)

The segment has been changed to a single segment of "Service Life Cycle Solutions Business" from the current fiscal year.

- **Domestic Solutions Net Sales: ¥19,079 million**
 - System development sales of MIRAI Service Design is included from August of the previous fiscal year.
 - EC monitoring and customer support related to E-commerce and QR code settlement increased.
 - Conduct active investment in center integration & work environment improvement, recruitment of executives, and promotion of DX, etc.
- **Overseas Solutions Net Sales: ¥9,133 million**
 - Increase in voice recording, localization, and customer support. Decrease in art production
- **Media Contents Net Sales: ¥1,913 million**

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1-1. Overview of Consolidated Financial Results for the Nine Months Ended Oct 31, 2022 (Change QoQ)

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

	FY2023.1 Nine Months Ended October 31, 2022 (2022.2-2022.10)		FY2022.1 Nine Months Ended October 31, 2021 (2021.2-2021.10)		Change QoQ	
	Results	Margin	Results	Margin	Results	%
Net sales	30,126	- %	24,334	- %	+5,791	+23.8
Operating profit	2,016	6.7%	2,379	9.8%	-363	-15.3%
Ordinary profit	2,399	8.0%	2,386	9.8%	+13	+0.5%
Profit attributable to owners of parent	540	1.8%	1,601	6.6%	-1,061	-66.3%

*Percentages rounded down to one decimal place

1-2. Business Overviews

for the Nine Months Ended Oct 31, 2022

- Reporting segment has been changed to a single segment "Service Life Cycle Solutions" from the current fiscal year.
- Provide solutions to meet customer services and product life cycle challenges.

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

(Former) Segment		(New)	Service Category	FY2023.1 3Q Net sales	Main Service
Internet Support		Service Life Cycle Solutions Business	Domestic Solutions	19,079	<E-Commerce> Monitoring and Customer support
Testing/Verification & Evaluation	Testing and Localisation				<Games> Testing, Customer support, Localisation, Overseas expansion support
	Verification & Evaluation				<Technology> Third-party verification, Environment construction, Server monitoring, Data center operations and Kitting
	Overseas		Overseas Solutions	9,133	Testing, Localisation, Voice recording, Customer support, Product development support, and Art production
	Media Contents		Media Contents	1,913	Art production, Game publishing, Animation production, Marketing support, and Barrier-free subtitles and audio guides production
Other					

1-3. Financial Position: Consolidated Balance Sheets

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

	As of Oct. 31, 2022	As of Jan. 31, 2022	Change
Total current assets	17,385	16,340	+1,045
Cash and deposits	9,542	9,735	-193
Total property, plant and equipment	1,256	890	+366
Total intangible assets	2,340	3,224	-884
Investments and other assets	2,622	2,126	+496
Total non-current assets	6,219	6,241	-22
Total assets	23,605	22,581	+1,023
Total current liabilities	5,130	4,158	+971
Total non-current liabilities	796	798	-1
Total liabilities	5,927	4,957	+970
Total net assets	17,677	17,624	+53
Capital stock	1,239	1,239	-
Capital surplus	2,380	2,379	+0
Retained earnings	14,154	14,099	+55
Treasury shares	-566	-293	-273
Total liabilities and net assets	23,605	22,581	+1,023

2-1. Consolidated Forecasts for the Year Ending January 31, 2023

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

	FY 2023.1 Forecasts**	FY 2022.1 Results	YoY change	
			Amount	%
Net sales	40,088	34,252	+5,836	+17.0%
Operating profit	4,002	3,254	+747	+23.0%
Ordinary profit	3,926	3,331	+594	+17.8
Profit attributable to owners of parent	1,800	2,219	-419	-18.9%
Net profit per share	¥47.18	¥58.59	¥-11.41	—
Cash dividends per share	¥15	¥14	¥+1	—

*Percentages rounded down to one decimal place

** The full-year forecasts have been revised as described in the "Notice of Revision of Earnings Forecasts" on September 9, 2022.

2-2. Progress of Consolidated Forecasts for the Year Ending January 31, 2023

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

	FY2023.1 Q1-Q3 Cumulative Results	FY2023.1	
		Forecast **	Progress
Net sales	30,126	40,088	75.1%
Operating profit	2,016	4,002	50.4%
Ordinary profit	2,399	3,926	61.1%
Profit attributable to owners of parent	540	1,800	30.0%

*Percentages rounded down to one decimal place

** The full-year forecasts have been revised as described in the "Notice of Revision of Earnings Forecasts" on September 9, 2022.

2-3. Shareholder Returns

(Forecast of Cash Dividends per Share)

Dividend policy

Target payout ratio of 25% to consolidated net profit

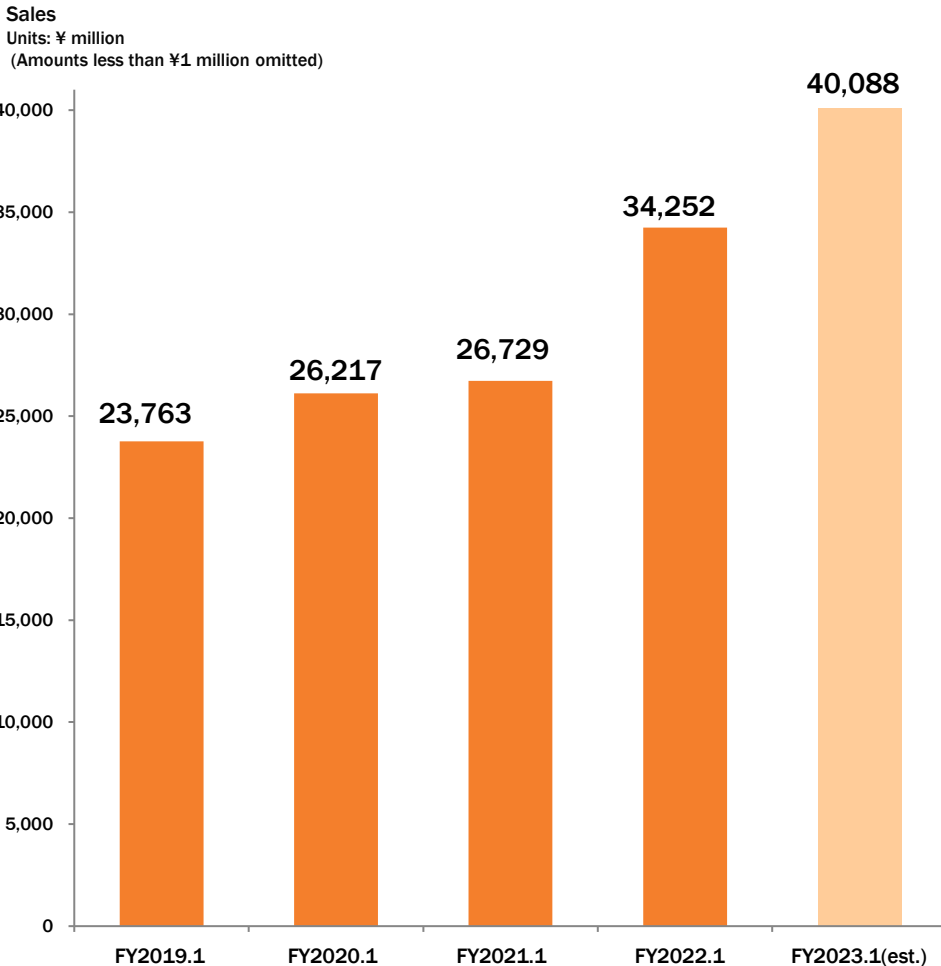
Yearly dividends per share

FY2020.1 Results	→	FY2021.1 Results	→	FY2022.1 Results	→	FY2023.1 Forecast
¥12/share		¥13/share		¥14/share		¥15/share

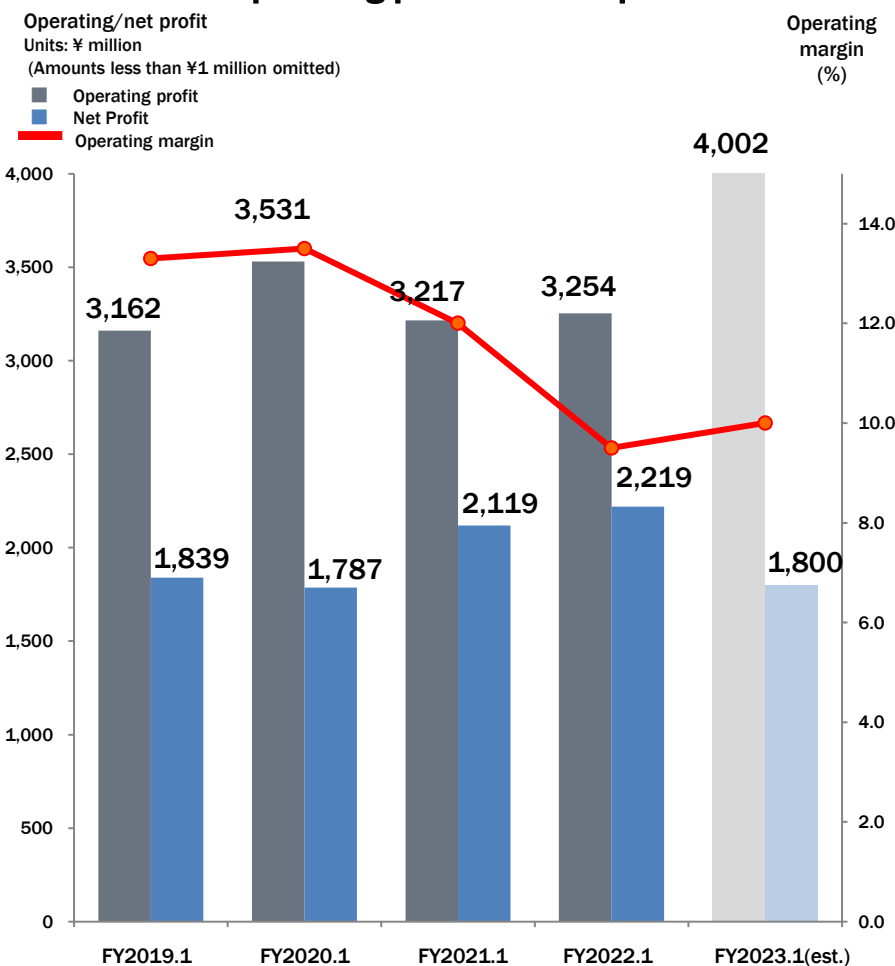
2. Consolidated Forecasts for the Year Ending January 31, 2023

2-4. Consolidated Fiscal Performance and Plan

Sales



Operating profit and net profit



* The forecast for FY2023.1 is provided as reference information which the forecast disclosed on September 9, 2022.

3-1. Corporate Profile

(As of Oct 31, 2022)

Company Name	Pole To Win Holdings, Inc.
Representatives	Tamiyoshi Tachibana, Chairman Tepei 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, 2022)
Stock Exchange/Securities Code	Tokyo Stock Exchange Prime Market (Securities code: 3657 Abbreviation: Pole HD)
Business Description	<p>Control and management of the business activities of the Group as a whole, comprising the Company and its 32 consolidated subsidiaries, and operations incidental or related thereto.</p> <p><Major Group Businesses></p> <p>Service Life Cycle Solutions Business</p> <ul style="list-style-type: none"> • Domestic Solutions • Overseas Solutions • Media Contents
Consolidated Financial Results (FY2022.1)	<p>Net Sales: ¥34,252Million Ordinary Profit: ¥3,331Million</p> <p>No. of Employees on Consolidated Basis: 6,642 (including 2,466 permanent employees as of January 31, 2022)</p> <p>Net Profit: ¥2,219Million</p>

3-2. Group Composition (32 Consolidated Subsidiaries)

(As of Oct 31, 2022)

Pole To Win Holdings, Inc.

Pole To Win Inc.

MSD Holdings Inc.
MIRAIt Service Design co.,ltd.
Ninjastars Inc.

PTW Japan Co., Ltd.

Delfi Sound Inc.

Domestic Solutions

PTW International Holdings Limited

PTW Shanghai Co., Ltd.
PTW America, Inc.
PTW International UK Limited
PTWI India Private Limited
PTW (Singapore) Pte. Ltd.
PTW Korea Co., Ltd.
SIDE UK Limited
PTW Romania SRL.
PTW International (Malaysia) Sdn. Bhd.
SIDE LA, LLC
PTW Canada Solutions, Inc.
1518 Studios, Inc.
OneXP LLC
OneXP UK Limited
1518 Studios Rus LLC
SIDE France SAS
PTW New Zealand Limited
POLE TO WIN VIET NAM JOINT STOCK COMPANY

Overseas Solutions

QBIST Inc.

Panda Graphics TAIWAN INC.
Panda Graphics(Shanghai) Technology Co., Ltd.

CREST Inc.

CREST JOB Co., Ltd.
CREST company Inc

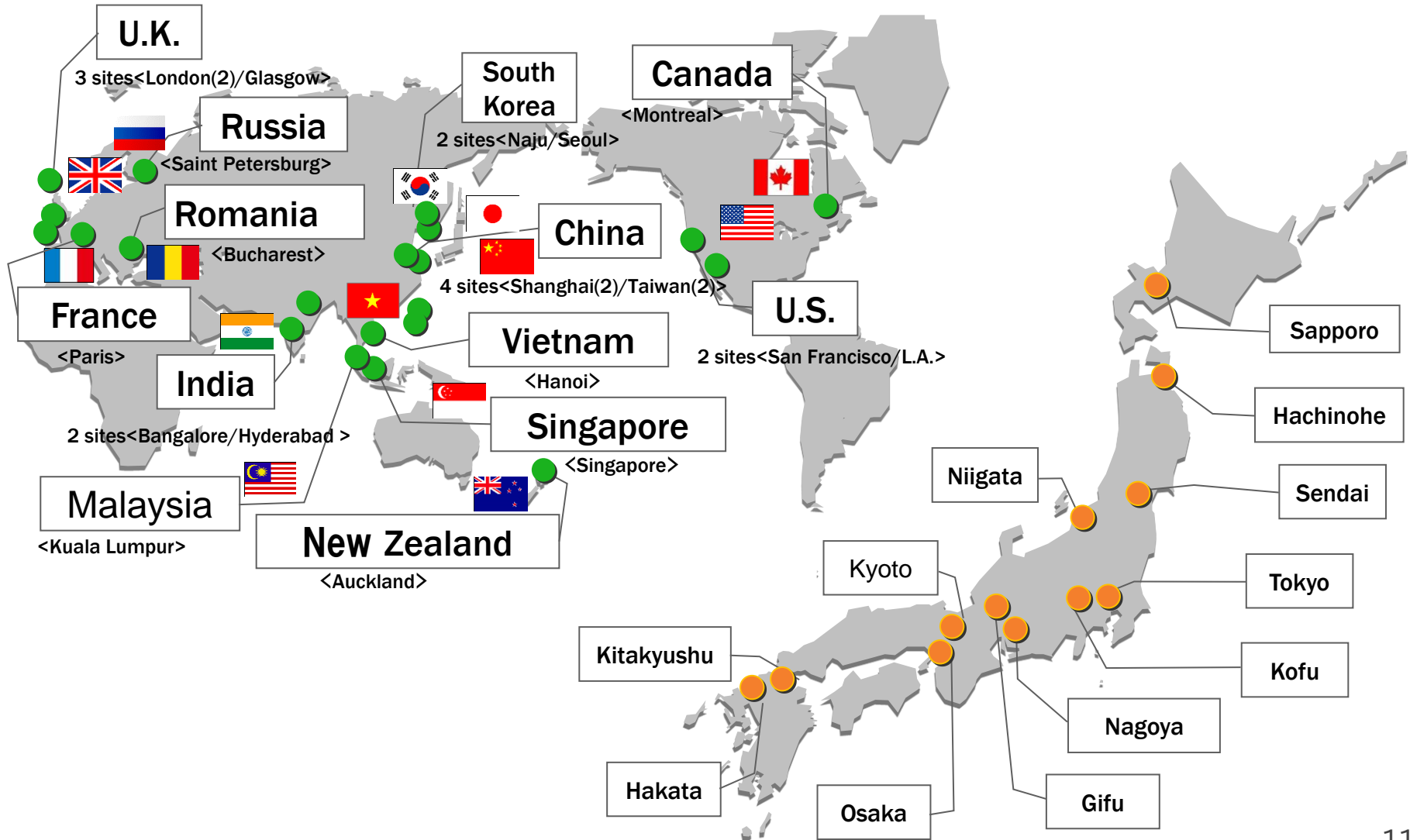
Palabra Inc.

Media Contents

3-3. Business Sites

Operating in 12 cities in Japan and 21 sites in 13 overseas countries

(As of Oct 31, 2022)



- **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.**
- **Pole To Win 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.**