
Pole To Win Holdings, Inc.

Supplementary Information to the Financial Results for the Six Months Ended July 31, 2022

<Summary>

Net sales:	¥19,661 million	(27.0% increase QoQ, 4.9% increase vs. Forecasts)
Operating profit:	¥1,351 million	(10.7% decrease QoQ, 4.2% decrease vs. Forecasts)
Net profit:	¥161 million	(82.2% decrease QoQ, 77.3% decrease vs. Forecasts)

- The segment has been changed to a single segment of "Service Life Cycle Solutions Business" from the current fiscal year.
- Impairment loss of 627 million yen due to the impact of Russia and Ukraine; revised financial forecasts.

- **<Domestic Solutions>**
 - Net sales: ¥12,651 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.

- **<Overseas Solutions>**
 - Net sales: ¥5,703 million
 - Voice recording, localisation, and customer support increased; Art production decreased.

- **<Media Contents>**
 - Net sales: ¥1,307 million

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1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2022

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

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

	FY2023.1 Six Months Ended July 31, 2022 (2022.2 - 2022.7)		FY2022.1 Six Months Ended July 31, 2021 (2021.2 - 2021.7)		Change QoQ	
	Results	Margin	Results	Margin	Results	Margin
Net sales	19,661	- %	15,484	- %	+4,176	+27.0%
Operating profit	1,351	6.9%	1,512	9.8%	-161	-10.7%
Ordinary profit	1,653	8.4%	1,549	10.0%	+104	+6.8%
Profit attributable to owners of parent	161	0.8%	908	5.9%	-746	-82.2%

*Percentages rounded down to one decimal place

1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2022

1-2. Overview of Consolidated Financial Results for
the Six Months Ended July 31, 2022 (vs. Previous Forecast)

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

	<Results> FY2023.1 Six Months Ended July 31, 2022 (2022.2 - 2022.7)		<Forecasts> FY2023.1 Six Months Ended July 31, 2022 (2022.2 - 2022.7)		vs. Forecasts	
	Results	Margin	Initial Forecasts	Margin	Difference	Achievement
Net sales	19,661	- %	18,739	- %	+921	+4.9%
Operating profit	1,351	6.9%	1,409	7.5%	-58	-4.2%
Ordinary profit	1,653	8.4%	1,371	7.3%	+281	+20.5%
Profit attributable to owners of parent	161	0.8%	712	3.8%	-551	-77.3%

*Percentages rounded down to one decimal place

1. Overview of Consolidated Financial Results for the Six Months Ended July 31, 2022

1-3. Business Overviews for the Six Months Ended July 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 2Q Net Sales	Main Service
Internet Supporting		Service Life Cycle Solutions	Domestic Solutions	12,651	<E-Commerce> Monitoring and Customer support
Testing/ Verification & Evaluation	Testing and Localisation				<Games> Testing, Customer support, Localisation, and Overseas expansion support
	Verification & Evaluation				<Technology> Third-party verification, Environment construction, Server monitoring, Data center operations, and Kitting
	Overseas		Overseas Solutions	5,703 Testing, Localisation, Voice recording, Customer support, Product development support, and Art production	
Media Contents	Media Contents		1,307 Art production, Game publishing, Animation production, Marketing support, and Barrier-free subtitles and audio guides production		
Other					

1-4. Financial Position: Consolidated Balance Sheets

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

	As of July 31, 2022	As of Jan. 31, 2022	Change
Total current assets	17,734	16,340	+1,394
Cash and deposits	9,467	9,735	-267
Total property, plant and equipment	1,112	890	+221
Total intangible assets	2,461	3,224	-762
Investments and other assets	2,413	2,126	+286
Total non-current assets	5,987	6,241	-254
Total assets	23,721	22,581	+1,139
Total current liabilities	5,517	4,158	+1,358
Total non-current liabilities	779	798	-18
Total liabilities	6,296	4,957	+1,339
Total net assets	17,424	17,624	-200
Capital stock	1,239	1,239	-
Capital surplus	2,380	2,379	+0
Retained earnings	13,775	14,099	-323
Treasury shares	-566	-293	-273
Total liabilities and net assets	23,721	22,581	+1,139

1-5. Consolidated Statements of Cash Flows

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

	FY2023.1 Six Months Ended July 31, 2022 (2022.2 - 2022.7)	FY2022.1 Six Months Ended July 31, 2021 (2021.2 - 2021.7)	Change QoQ
Cash flows from operating activities	980	772	+208
Cash flows from investing activities	-884	-1,920	+1,036
Cash flows from financing activities	-821	-500	-320
Effect of exchange rate changes on cash and cash equivalents	458	120	+338
Net increase in cash and cash equivalents	-267	-1,529	+1,261
Cash and cash equivalents at beginning of period	9,735	11,158	-1,423
Cash and cash equivalents at end of period	9,467	9,628	-161

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

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

PTW

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

	Fiscal 2023.1 Forecasts (*)	Fiscal 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 Fiscal 2023.1 Forecasts have been revised as described in the “Notification Concerning the Revision of the Forecast” announced on September 9, 2022.

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

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

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

	Results For the Six Months Ended July 31, 2022	FY2023.1	
		Forecast (*)	Progress
Net sales	19,661	40,088	49.0%
Operating profit	1,351	4,002	33.8%
Ordinary profit	1,653	3,926	42.1%
Profit attributable to owners of parent	161	1,800	9.0%

*Percentages rounded down to one decimal place

(*) The Fiscal 2023.1 Forecasts have been revised as described in the “Notification Concerning the Revision of the Forecast” announced 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

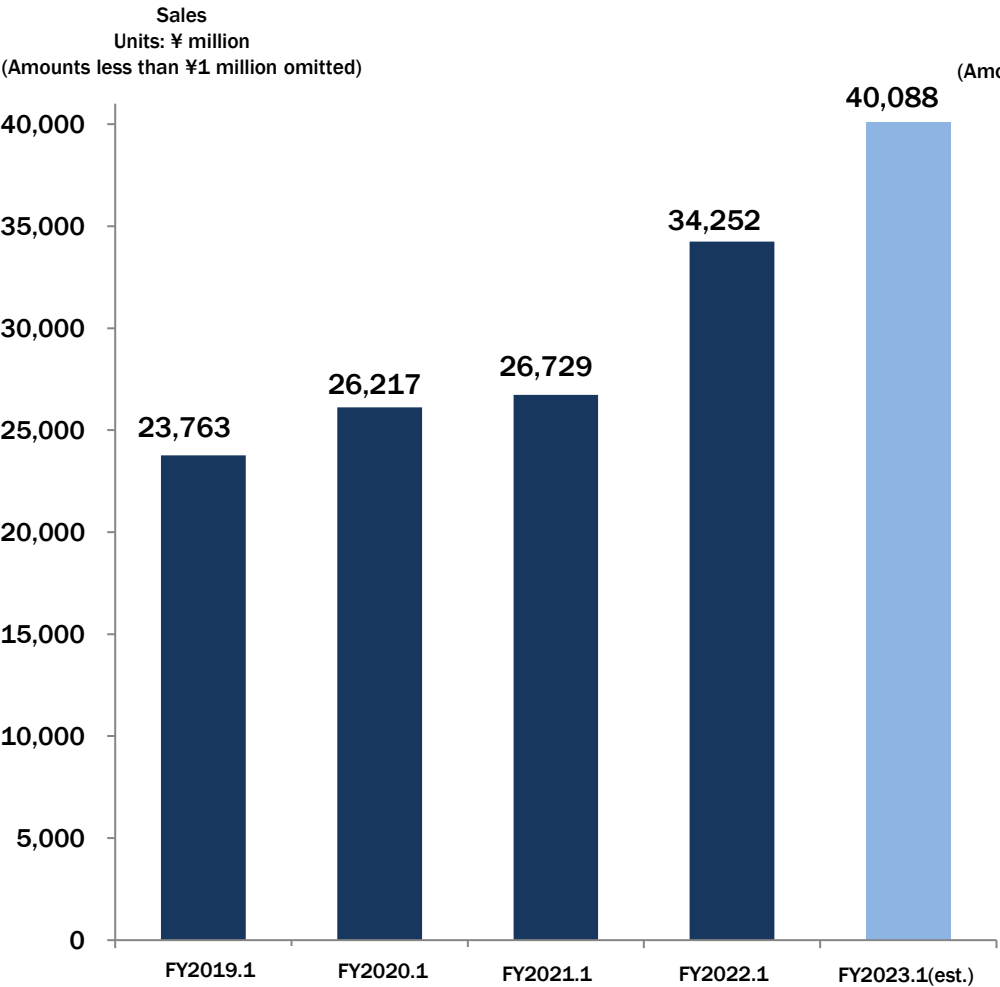
Fiscal 2020 Fiscal 2021 Fiscal 2022 Fiscal 2023
Forecast

¥12/share ¥13/share ¥14/share ¥15/share

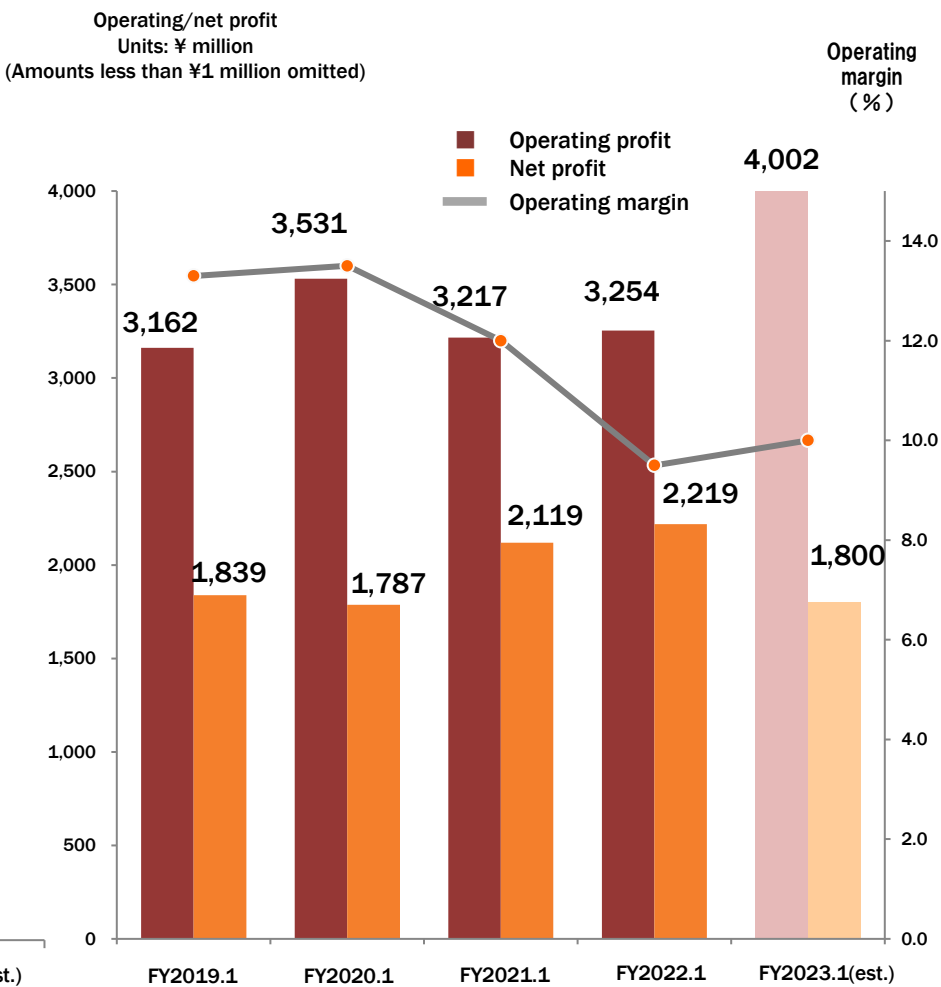
2. Consolidated Forecasts for the Year Ending January 31, 2023

2-4. Consolidated Fiscal Performance and Plan

Sales



Operating profit and net profit



Note: FY2023.1 estimates are forecasts disclosed on September 9, 2022.

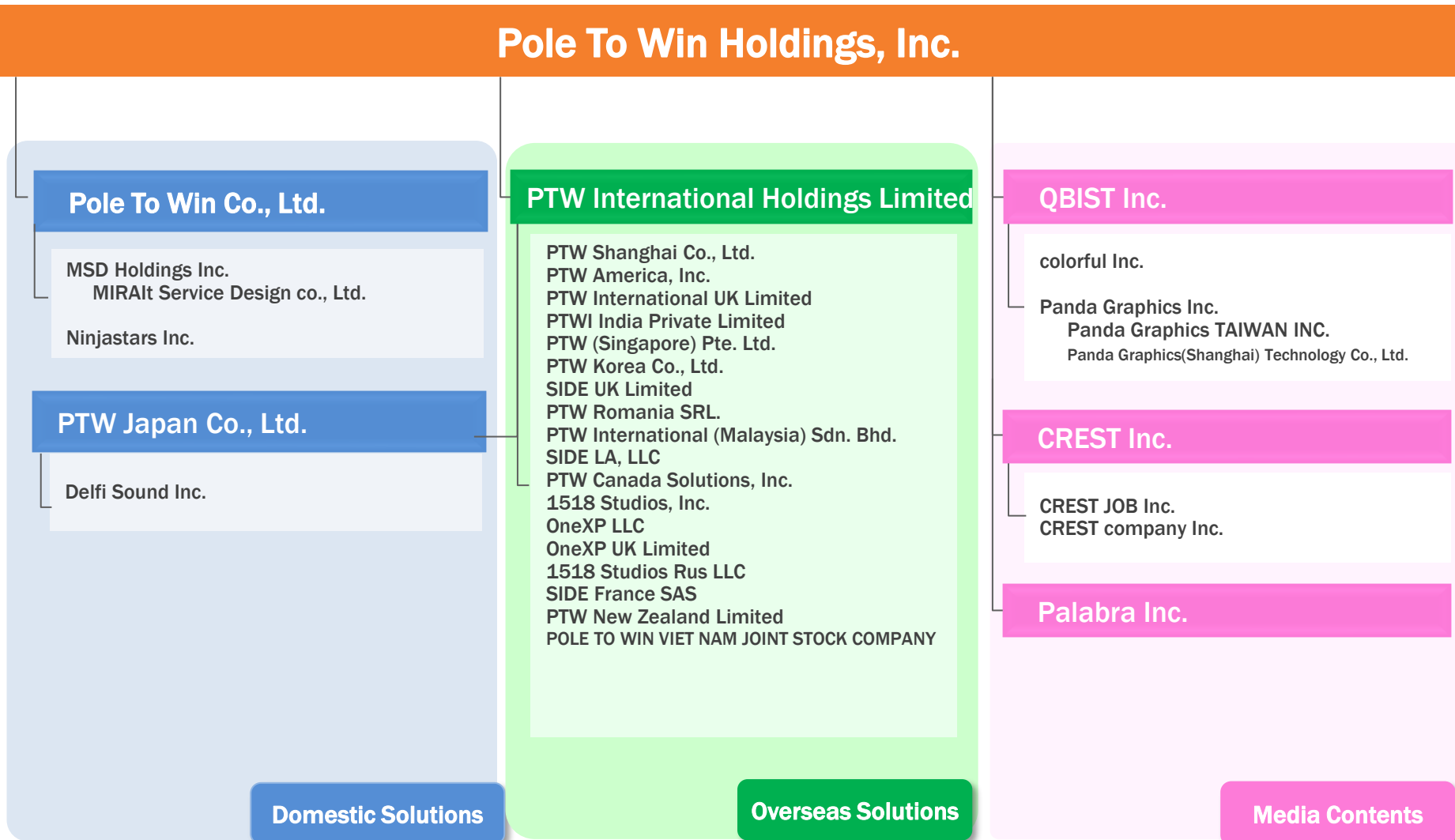
3-1. Corporate Profile

(As of July 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>Operations ancillary and pertaining to the control and management of business activities of the Company and the entire Group encompassed 34 consolidated subsidiaries.</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 (Fiscal 2022)	Net Sales: ¥34,252 Million Ordinary Profit: ¥3,331 Million Net Profit: ¥2,219 Million	No. of Employees on Consolidated Basis: 6,642 (including 2,466 full-time employees as of January 31, 2022)

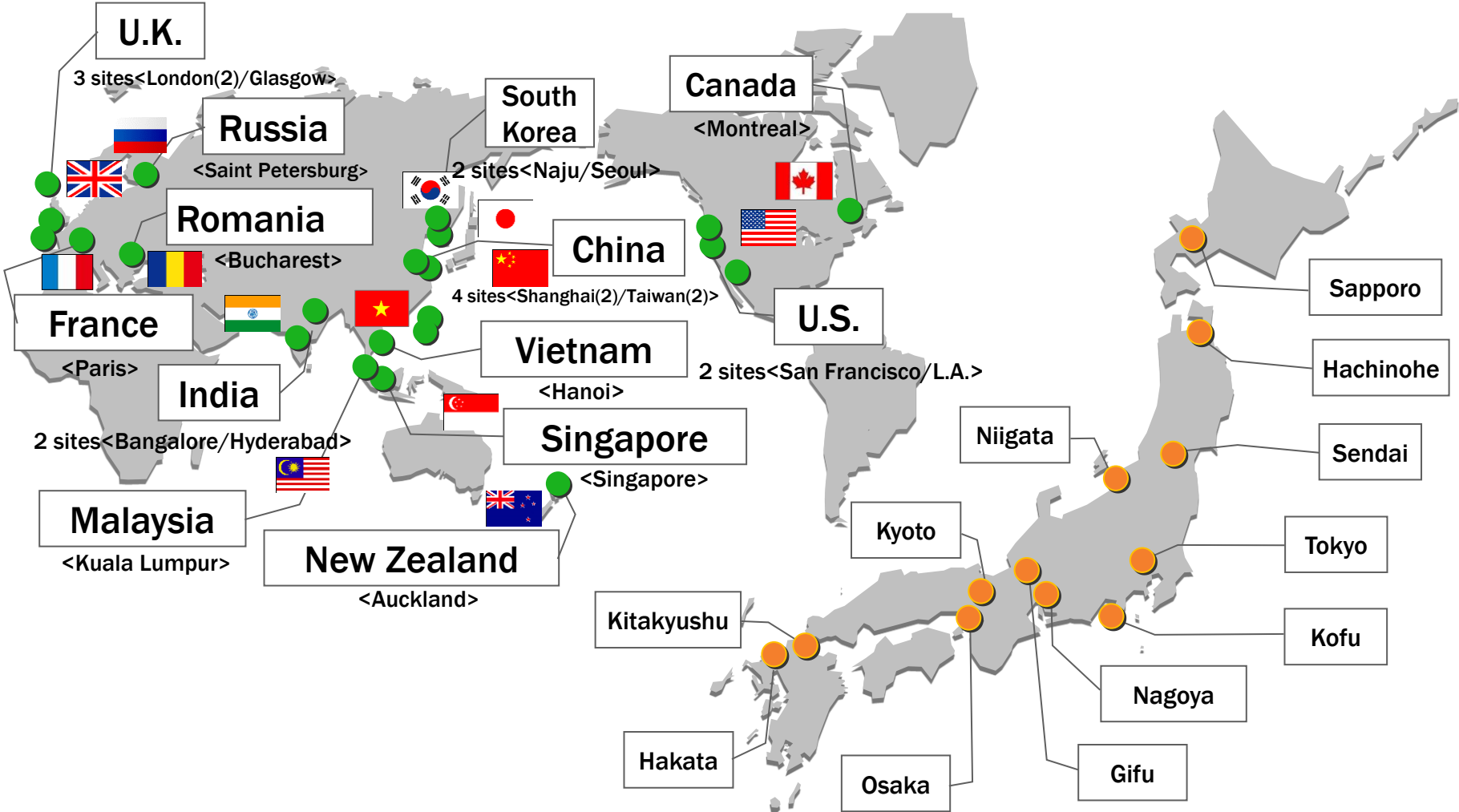
3-2. Group Composition (34 Consolidated Subsidiaries)

(As of July 31, 2022)



3-3. Business Sites

Operating in 12 cities in Japan and 21 sites in 13 overseas countries (As of July 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.**