
Pole To Win Holdings, Inc.

Supplementary Information to the Financial Results for the Three Months Ended April 30, 2022

【Summary】

Net sales:	¥9,610 million	(19.9% increase QoQ)
Operating profit:	¥710 million	(14.5% decrease QoQ)
Net profit:	¥380 million	(28.2% 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: ¥6,396 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: ¥2,575 million
- Localization and customer support increased despite lower Russian staff operation rate.

➤ <Media Contents>

- Net sales: ¥639 million

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1. Overview of Consolidated Financial Results for the Three Months Ended April 30, 2022

1-1. Overview of Consolidated Financial Results for the Three Months Ended April 30, 2022 (Change QoQ)

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

	FY2023.1 Three Months Ended April 30, 2022 (2022.2 - 2022.4)		FY2022.1 Three Months Ended April 30, 2021 (2021.2 - 2021.4)		Change QoQ	
	Results	Margin	Results	Margin	Results	Margin
Net sales	9,610	- %	8,015	- %	+1,595	+19.9%
Operating profit	710	7.4%	830	10.4%	-120	-14.5%
Ordinary profit	865	9.0%	857	10.7%	+7	+0.9%
Profit attributable to owners of parent	380	4.0%	530	6.6%	-149	-28.2%

*Percentages rounded down to one decimal place

1-2. Business Overviews for the Three Months Ended April 30, 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 1Q Net sales	Main Service
Internet Supporting		Service Life Cycle Solutions	Domestic Solutions	6,396	<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	2,575	Testing, Localisation, Voice recording, Customer support, Product development support, Art production
Media Contents	Media Contents		639	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 Apr. 30, 2022	As of Jan. 31, 2022	Change
Total current assets	17,233	16,340	+893
Cash and deposits	9,674	9,735	-60
Total property, plant and equipment	885	890	-4
Total intangible assets	2,847	2,924	-76
Investments and other assets	2,279	2,126	+152
Total non-current assets	6,012	5,941	+70
Total assets	23,245	22,281	+964
Total current liabilities	5,338	4,158	+1,179
Total non-current liabilities	484	476	+7
Total liabilities	5,822	4,635	+1,187
Total net assets	17,423	17,646	-222
Capital stock	1,239	1,239	-
Capital surplus	2,379	2,379	-
Retained earnings	14,016	14,120	-104
Treasury shares	-480	-293	-187
Total liabilities and net assets	23,245	22,281	+964

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

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	3,305	+697	+21.1%
Ordinary profit	3,926	3,382	+543	+16.1%
Profit attributable to owners of parent	2,428	2,241	+187	+8.3%
Net profit per share	¥ 63.64	¥ 59.16	¥ +4.48	—
Cash dividends per share	¥ 15	¥ 14	¥ +1	—

*Percentages rounded down to one decimal place

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

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

	Results For the Three Months Ended April 30, 2022	Six Months Ending July 31, 2022		FY2023.1	
		Forecast	Progress	Forecast	Progress
Net sales	9,610	18,739	51.3%	40,088	24.0%
Operating profit	710	1,409	50.4%	4,002	17.7%
Ordinary profit	865	1,371	63.1%	3,926	22.1%
Profit attributable to owners of parent	380	712	53.4%	2,428	15.7%

*Percentages rounded down to one decimal place

Dividend policy

Target payout ratio of 25% to consolidated net profit

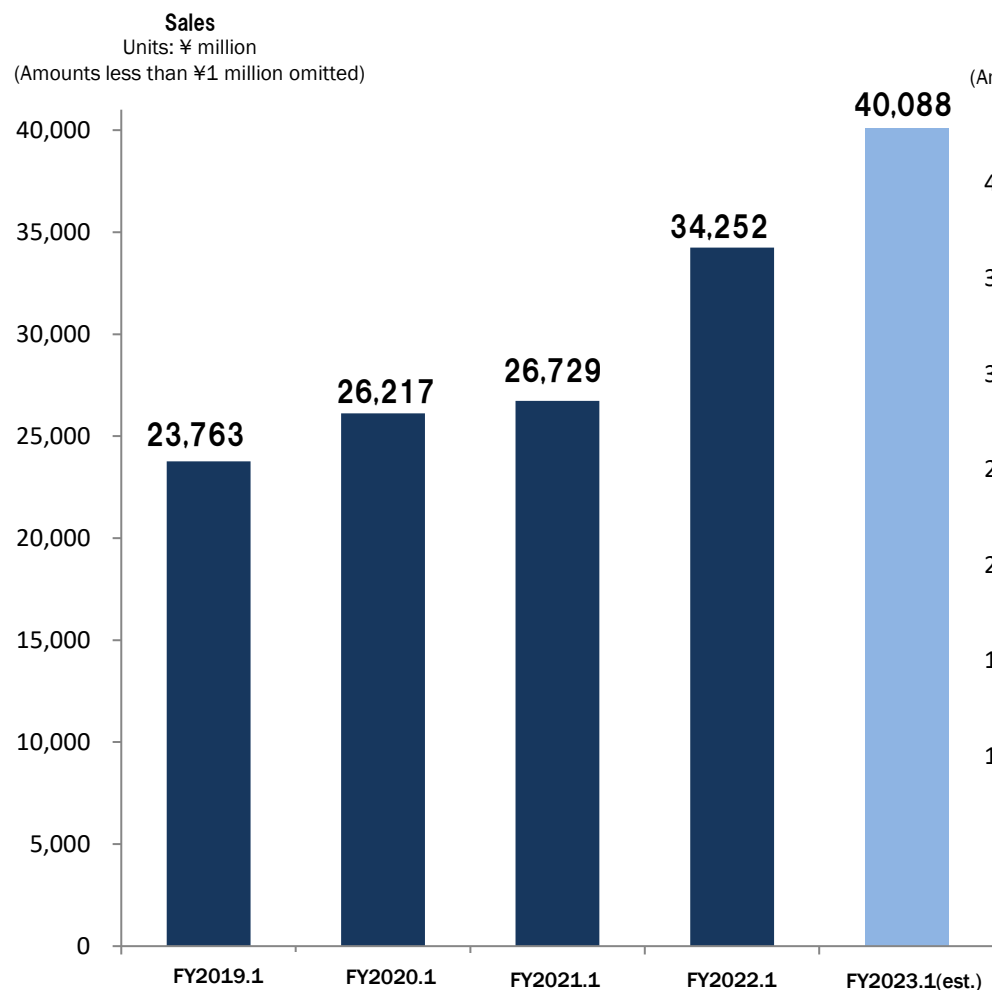
Yearly dividends per share

Fiscal 2020 Fiscal 2021 Fiscal 2022 Fiscal 2023
Forecast
Forecast
Forecast
Forecast

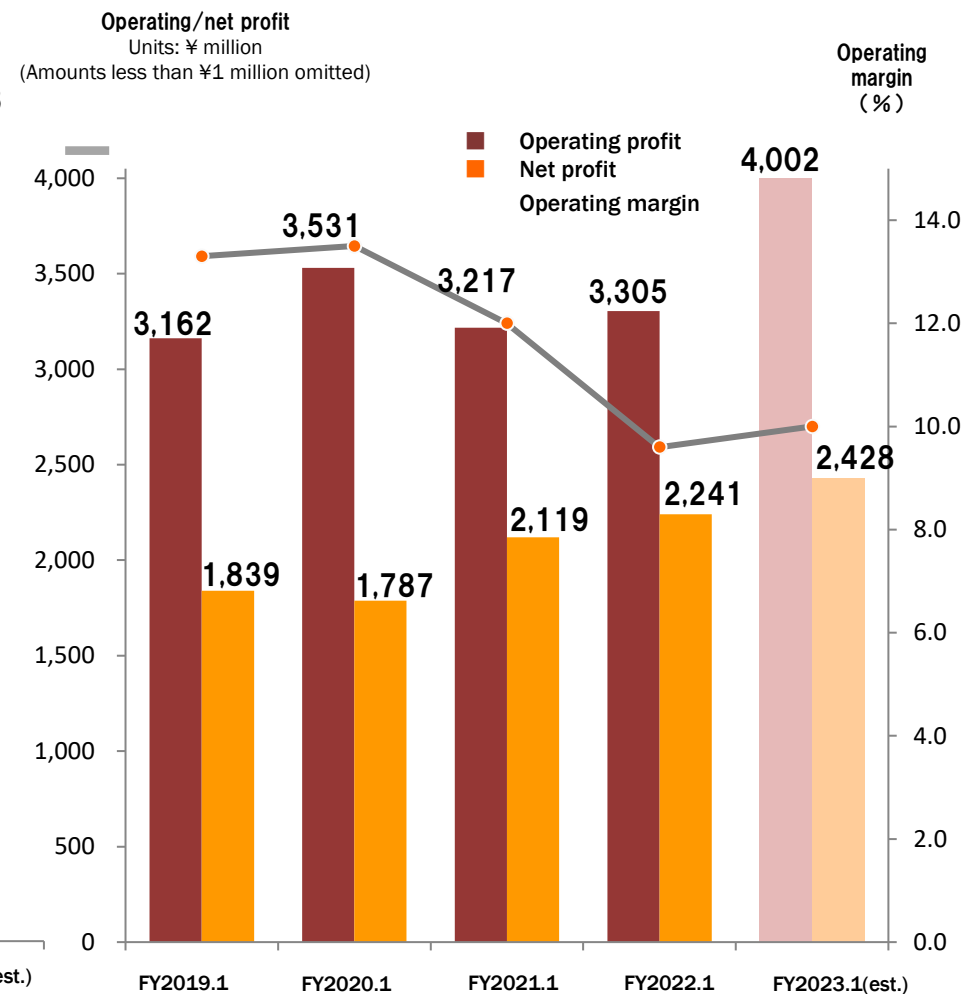
¥12/share ¥13/share ¥14/share ¥15/share

2-4. Consolidated Fiscal Performance and Plan

Sales



Operating profit and net profit



Note: FY2023.1 estimates are forecasts disclosed on March 14, 2022.

3-1. Corporate Profile

(As of April 30, 2022)

Company Name	Pole To Win 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, 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 36 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)	<p>Net Sales: ¥34,252 Million</p> <p>Ordinary Profit: ¥3,382 Million</p> <p>Net Profit: ¥2,241 Million</p>	<p>No. of Employees on Consolidated Basis: 6,642 (including 2,466 full-time employees as of January 31, 2022)</p>

3-2. Group Composition (36 Consolidated Subsidiaries)

(As of April 30, 2022)

Pole To Win Holdings, Inc.

Pole To Win Co., Ltd.

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

PTW Japan Co., Ltd.

ENTALIZE CO., LTD.
Delfi Sound Inc.

Daiichi Shorin Co., Ltd.

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.

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

CREST Inc.

CREST JOB Inc.
CREST company Inc

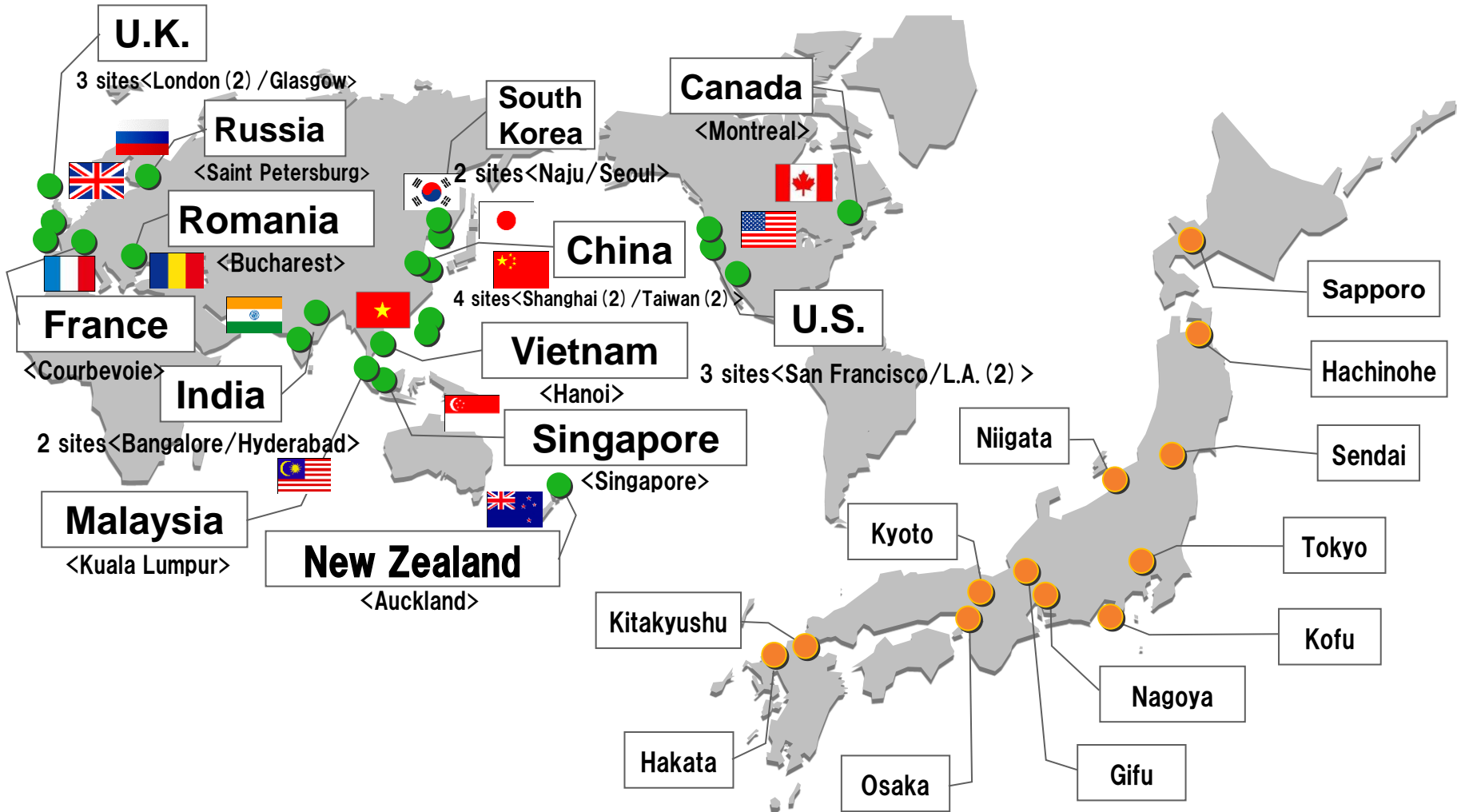
Palabra Inc.

Media Contents

3-3. Business Sites

Operating in 12 cities in Japan and 22 sites in 13 overseas countries

(As of April 30, 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.**