Appendix

TechMatrix Corporation

(Stock Code:3762)
http://www.techmatrix.co.jp/

2017.8.14a

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Corporate Profile

Pioneering specialist for IT

Company Name	TechMatrix Corporation
Date of establishment	August 30, 1984
Listed exchange	First Section of the Tokyo Stock Exchange
Stock code	3762
Paid-in capital	¥1,298.12 million
Net sales	¥21,996.4 million (Consolidated; Results for fiscal year ended March 2017)
The number of the issued stocks	24,759,200
Number of employees	1,004 (Consolidated; as of March 31, 2017)
Fiscal year-end	March 31
Board composition	9 Directors including 4 audit and supervisory committee members (5 external directors) as of March 2016
Head Office location	**Head office** : 11-24,Mita 3-chome, Minato-ku, Tokyo
	Head Office Sagamihara Annex: 22-9, Sagamihara 6-chome, Chuo-ku, Sagamihara, Kanagawa Prefecture
Domestic Offices	**West Japan Branch** : 2-7 Nakano-shima 2-chome,Kita-ku, Osaka
	Kyushu Sales Office : 5-1 Hakata Ekimae 1-chome, Hakata-ku, Fukuoka
	Sendai Sales Office : 1-8 Omachi 1-chome, Aoba-ku, Sendai, Miyagi Prefecture
	Nagoya Sales Office : 16-17 Nishiki 1-chome, Naka-ku, Nagoya, Aichi Prefecture
	Sapporo Sales Office : 4-3, Kita 7jo Nishi 4-chome, Kita-ku, Sapporo, Hokkaido Prefecture

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Corporate Profile

TechMatrix

Pioneering specialist for IT

Aug-84	TechMatrix was founded as Nichimen Data Systems Co., Ltd., a strategic subsidiary of the IT division of Nichimen Corporation (currently Sojitz Corporation).
Dec-96	Entry into the packaged software business; developed and started selling a Customer Relationship Management (CRM) package called “FastHelp.”
Jul-00	Nichimen Corporation sold all shares of the Company to ITX Corporation, making it a consolidated subsidiary of ITX
Nov-00	Changed the company name to TechMatrix Corporation
Feb-01	Rakuten, Inc. made an equity invest in TechMatrix through a private allocation of shares to strengthen the relationship between the two companies
Feb-05	Listed on the JASDAQ Securities Exchange
Aug-07	Established Ichigo LLC
Jan-08	Made CROSS HEAD a consolidated subsidiary
Aug-09	Made CASAREAL, Inc. a wholly owned subsidiary
Jun-10	Listed on the second section of the Tokyo Stock Exchange
Feb-13	Listed on the first section of the Tokyo Stock Exchange
Mar-14	Acquired 100% ownership of CROSS HEAD and Okinawa Cross Head Co., Ltd.
Apr-15	Acquired 100% ownership of CROSS HEAD and NCL Communications
May-15	Relocate and integrate Head Office
Aug-15	Repurchase of treasury stock from Rakuten
Nov-16	Relocation of West Japan Branch

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Main shareholders

As of March 31 ,2017

Name of shareholder	Number of stock	Ratio
Techmatrix Corporation	7,389,124	29.84%
Japan Trustee Services Bank, Ltd. (account in trust)	3,237,500	13.07%
The Master Trust Bank of Japan ,Ltd. (account in trust)	1,125,500	4.54%
BNP PARIBAS SECURITIES SERVICES LUXEMBOURG	1,000,000	4.03%
GOLDMAN SACHS INTERNATIONAL	790,397	3.19%
Individual	707,600	2.85%
Techmatrix's Employee Shareholding Association	635,800	2.56%
Individual	427,000	1.72%
KBL EPB S. A. 107704	333,300	1.34%
THE BANK OF NEW YORK MELLON	326,200	1.31%

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Information Infrastructure Business

Provision of infrastructure technology that underpin cloud era

Category	Solution	Main products and service	Remarks
Network & Security	・Comprehensive security measures ・Getting rid of the destabilization of the Web sites by the access concentration ・Expanding storage capacity without a system stop and backup ・Integration	・**F5 Networks** ・**Dell EMC（Isilon）** ・**Dell EMC（RSA）** ・**McAfee** ・**Palo Alto Networks** ・**∴ TRINITY** ・**Tanium** ・**Cylance**	・Increasing cyber-attacks ・continuously growing by expansion of cloud business market ・Basic Law for Cyber Security (2016 Revised Version)

We are distributing cutting-edge, competitive and fast-growing products mainly from North America for relatively niche market segments, which were found by using our insights based on our long years of experiences in this field. Also, we provide services covering the life cycle of system usage, including maintenance, operation and managed services, which are highly value-added and attempt not to remain in simple product sale.

TechMatrix provides secure and highly reliable total IP network infrastructure solutions that are cost-effective, ranging from Green-IT, virtualization, Software-defined network (SDN), security to storage technologies.

CROSS HEAD and Okinawa Cross Head Co., Ltd., which are consolidated subsidiaries, primarily provide after-sale services such as maintenance, operation and managed services and also provide temporary dispatch and employee placement services for IT technicians. NCL Communications K.K. (another consolidated subsidiary) provides SDN, storage, security and call center products.

Trend of the IT system investment has shifted from “ownership of equipment” to “usage of services.” Techmatrx Group provides the information infrastructure solutions for the service companies such as telecommunication, cloud and iDC and for each enterprise company as well.

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Application Services Business 1/2

Provision of solutions for vertical markets

Category	Solution	Partner	Remarks
Healthcare	Cloud service for healthcare institutions	**Electronic patient record vendors** **Medical equipment (modality) vendors**	・"**NOBORI**", a Cloud service for healthcare information ・"**NOBORI-PAL**" , a platform for other healthcare services ・Over **650** facilities

In the Healthcare field, mainly on a self-developed product, we provide the Integrated Information System for various medical imaging equipment such as CT, MRI, Endoscope, Ultrasonic equipment and PET in medical institutions. A consolidated subsidiary, Ichigo LLC which was established with plural radiology specialists and co-funded, provides IT infrastructure to support teleradiology in the healthcare field.

Category	Solution	Partner	Remarks
Contact Center **CRM**	Facilitating operations in contact centers	**Bell system24** **NTT Data** **CTC** **Nihon Unisys** **NEC** **PBX vendors**	・Customers ranging from large centers (more than 2,000 seats) to small centers ・On-premises/Cloud service **・Top-class customer base in number**

In the CRM (Customer Relationship Management) field, we provide high-quality CRM systems to improve customer-satisfaction, which can manage customer-facing records from multiple channels (telephone, e-mail, Web and fax). "Fast Series" (a self-developed product) also flexibly addresses in-bound, out-bound contact center, FAQ, internal help desks and other operations. These systems can run not only conventional "on Premise" but also on the Cloud service (FastCloud).

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Application Services Business 2/2

Provision of solutions for vertical domain

Category	Solution	Main customers	Remarks
Internet Service	・Development of EC sites ・Big data analysis by BI ＜Financial field＞ ・Advanced risk management systems ・Trading system for complex financial derivatives	**Rakuten Group, Riskmonster, Pal-system, NTT DoCoMo Bank, Insurance, Securities, financial firms**	・Sustaining businesses from existing customers in good shape ・Expanding "Raku-Raku back office" , a cloud service ・Targeting the derivatives trading at the financial firms which looks ahead to regulatory reinforcement

In the Internet field, we undertake the development of custom-made applications, ranging from EC sites to mission-critical internal systems mainly using Web-based technologies. CASAREAL, Inc., which is a consolidated subsidiary, provides the system development by using state-of-the-art open source software and training services for skill-development of IT technicians.In the Financial field, we have accumulated knowledge and expertise in the financial services industry by specializing mainly in risk management, asset-liability management (ALM) and fair valuation of complex financial derivatives and portfolios using financial engineering techniques.

Category	Solution	Main products	Remarks
Software Quality Assurance	Improvement of software quality	・**Parasoft** ・**Ranorex** ・**Lattix** ・**Scitools** ・**AccuRev (Micro Focus)** ・**CloudBees**	・Distribution and marketing of a variety of tools ・Consulting service for functional safety (to comply with standards)

To develop high-quality software at a lower cost, customers need systematic testing and debugging operations based on consistent policies for software quality control and security. We provide best-of-breed tools and consulting services to cover all the software development life cycle.

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Group Companies

4 consolidated subsidiaries

Company's name (investment ratio)	Business activities
Ichgo LLC（95.0%） 医知悟LLC	Provision of IT infrastructure to support teleradiology and telepathology in the healthcare field
CROSS HEAD（100.0%） CROSS HEAD	Provision of network solution, SDN, storage products, IT security products and temporary dispatch and employee placement services for IT technicians
Okinawa Cross Head Co., Ltd. （クロスヘッドの100.0%子会社） OKINAWA CROSS HEAD	Provision of network solution and temporary dispatch and employee placement services for IT technicians in Okinawa
CASAREAL,Inc.（100.0%） CASAREAL	System development using open source software and training services for skill-development of IT technicians

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Ichigo LLC

Corporate overview

Name	Ichigo LLC
Location	Within TechMatrix Corporation Mita 3-chome, Minato-ku, Tokyo
established	August 1, 2007
Representative	CEO Yoshihisa Yoda
Paid-in capital	¥150 million
Business activities	Provision of IT infrastructure to support teleradiology and telepathology in the healthcare field

つないで診よう
医知悟LLC

icombox（あいこんぼっくす）

Both are our customers;

- The medical institutions where the image diagnosis is needed
- Radiologists who intend to begin teleradiology and telepathology services

The Ichigo LLC does not intervene in the contracts about a teleradiology and telepathology services which are concluded between radiologists and hospitals. We provide only information infrastructure which realizes teleradiology and telepathology in an independent position and support both customers.

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Ichigo LLC

- The number of customers is over **600** from a service start of April, 2008
- The number of medical images transmitted monthly is about **180,000** (43% market share)
- No.1 market share in teleradiology infrastructure services in Japan with over **1,300** radiologists registered
- Case studies
  - ✓ Medical check-up facilities of a major company, local government and others
  - ✓ Transmission system for medical imagings between a core hospital and medical facilities on islands in the Tokyo area
  - ✓ Telepathology platform centered on Peking University
  - ✓ Others

    Kyoto Prefecture, Kawasaki city , OKAYAMA University, SHIMANE University, TOKAI University, G.I.Lab

    Global data exchange with doctors in U.S.A., France, China, Indonesia, Vietnam and India

OKAYAMA University Hospital

INTERNATIONAL MEDICAL CENTER-BEIJING

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CROSS HEAD

Corporate overview

Name	CROSS HEAD
Location	20-3 Ebisu 4-chome, Shibuya-ku, Tokyo
established	September 14, 1992
Representative	President and CEO Takashi Sekine
Paid-in capital	¥395 million
Corporate Philosophy	Based on "an advanced network technology and human skill“, we aim at "the value provider" which can realize the growth of the customer businesses and contribution to the society by creating "the scalable network”.

Core competence

The power of talented people who are full of human being powers

We lay emphasis on the training of our employees, and our excellent engineers, i.e. the source of the collective strength, enable Cross Head to offer high-quality ICT services.

CROSS HEAD

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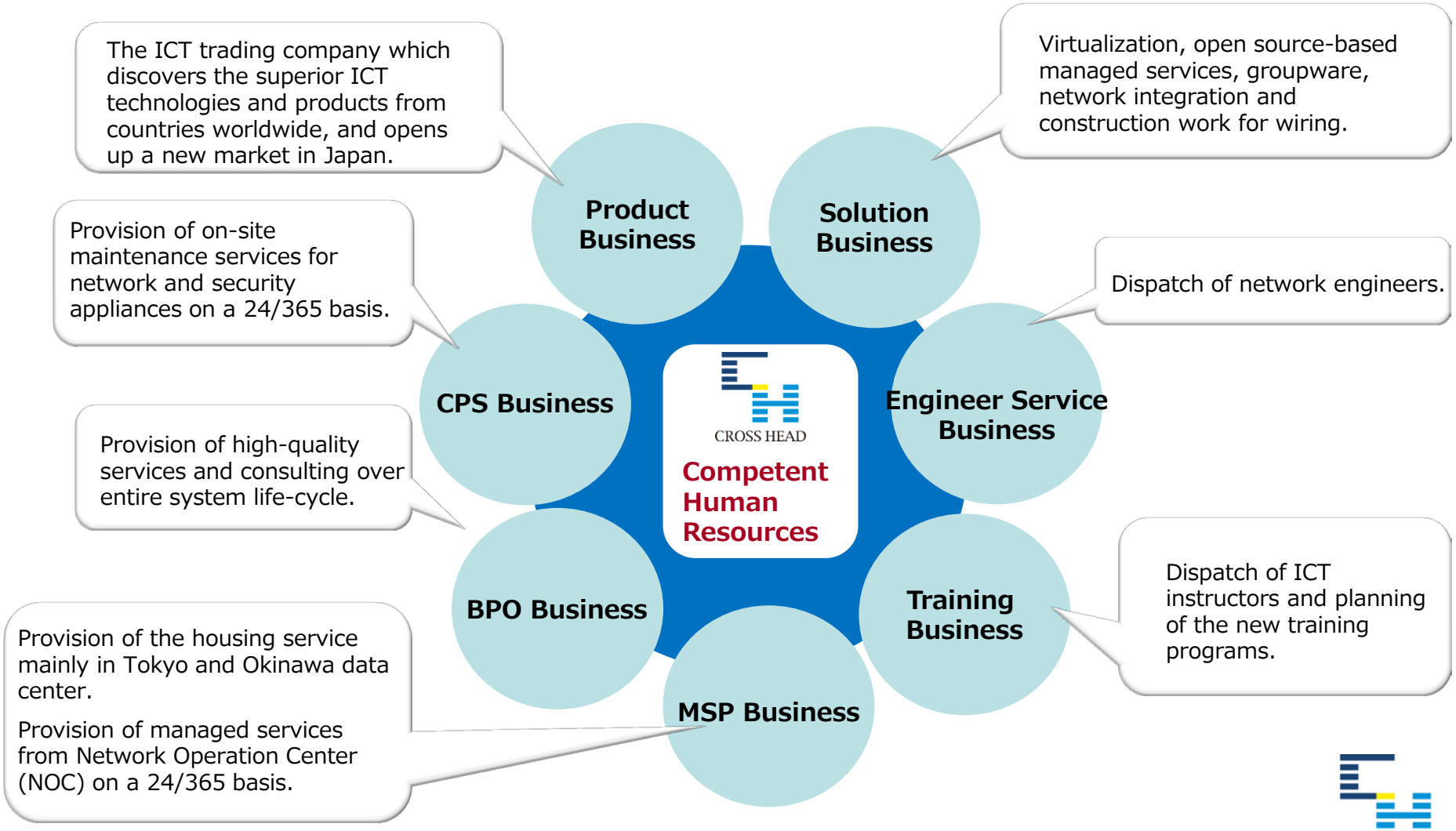
CROSS HEAD

Core business



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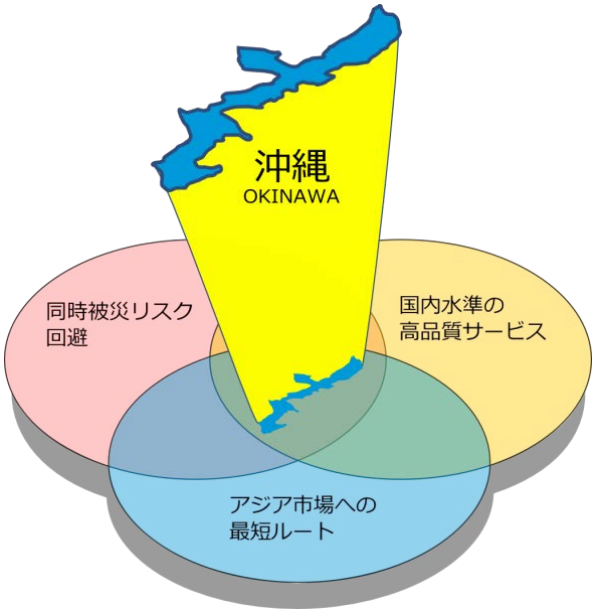
Okinawa Cross Head Co., Ltd.

Corporate overview

Name	**Okinawa Cross Head Co., Ltd.**
Location	1-9 Asahimachi, Naha, Okinawa
established	June 21, 2006
Representative	CEO Tadaaki Tokashiki
Paid-in capital	¥51 million
Corporate Philosophy	Connecting Okinawa to the mainland with an IT network technology, and contributing to the development of IT industry and IT engineering resources in Okinawa.



1:Superiority of the location (evasion of the simultaneous devastation risk)
2:Superiority of the distance (the shortest route to the Asian market)
3:Superiority of the cost performance
(Providing high-quality services of the domestic standard at a low price)

Core competence
Expanding businesses based on products and services related to ICT, network and Data Center, taking the geographical advantage of Okinawa, from Okinawa to outside, including Asia

OKINAWA CROSS HEAD

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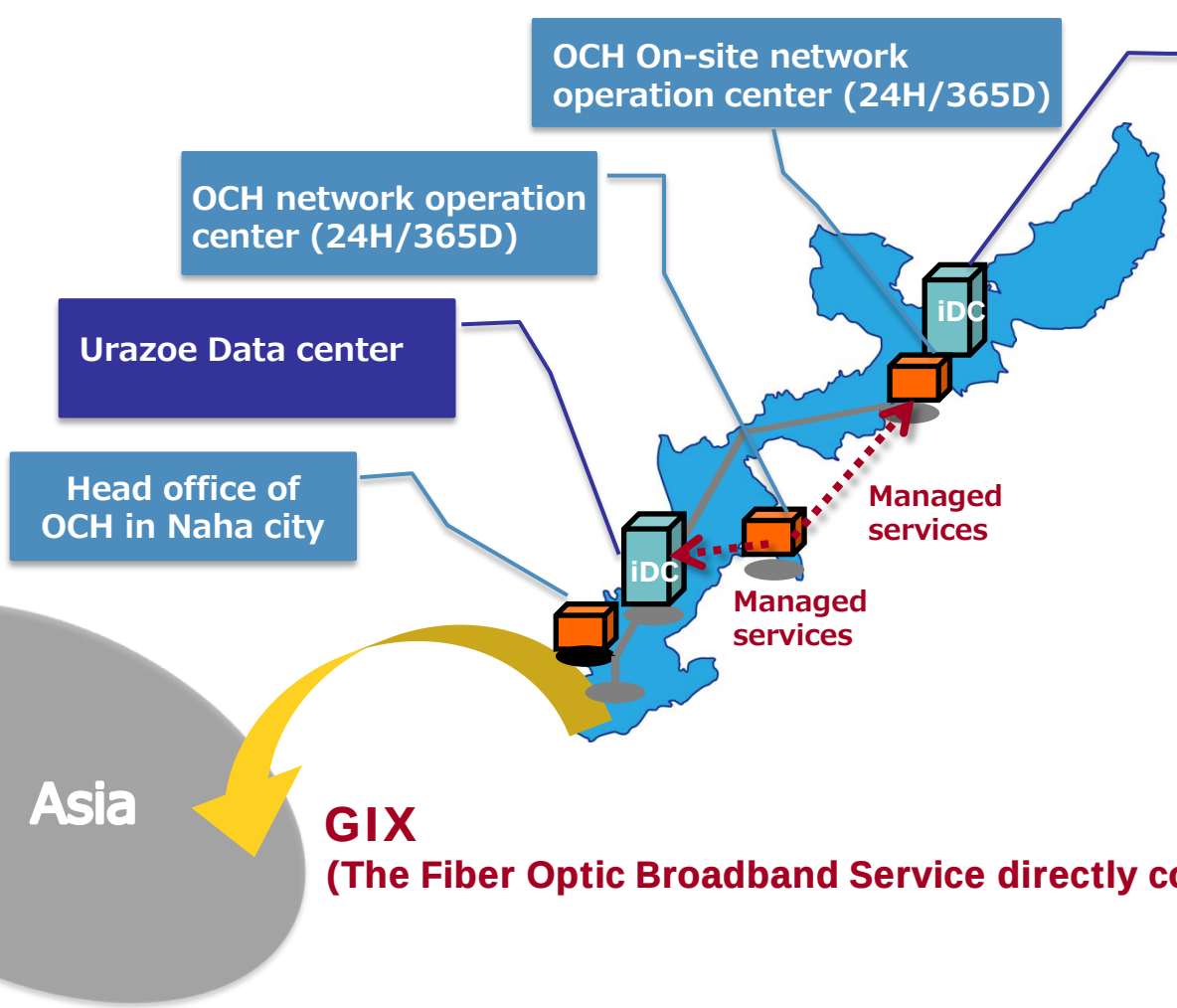
Okinawa Cross Head

Core business



■MSP service

In MSP center, the managed service is provided on a 24 /365 basis.

■Product service

Provision of the product services using own network system facilities in Okinawa to domestic market and to Asia.
The applications such as groupware, Web database, Web email are provided on its own cloud service "CUMO".

■Network service

Providing the GIX service based on broadband connected from Okinawa to Hong Kong using a submarine optical cable.

GIX
(The Fiber Optic Broadband Service directly connected to Hong Kong)

OKINAWA CROSS HEAD

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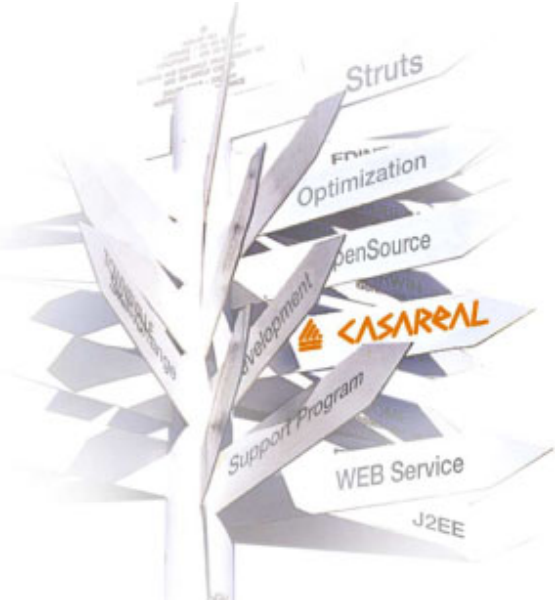
CASAREAL,Inc.

Corporate overview

Name	CASAREAL, Inc.
Location	Within TechMatrix Corporation Mita 3-chome, Minato-ku, Tokyo
established	July 2, 1999
Representative	Shinichiro Kubo
Paid-in capital	¥50 million
Corporate Philosophy	We realize the growth of customers' businesses led by the growth of our employees. We always value a motivation "to learn" and “teamwork” to contribute to the society through the growth of each employee.



Business activities

- **Application development**
  - **Web application development using JAVA・PHP**
  - **Application development for smartphones**
- **Training services for engineers**
  - **Technical training for engineers by the engineers experienced in application development**
- **Testing service**
  - **Consulting services for testing**

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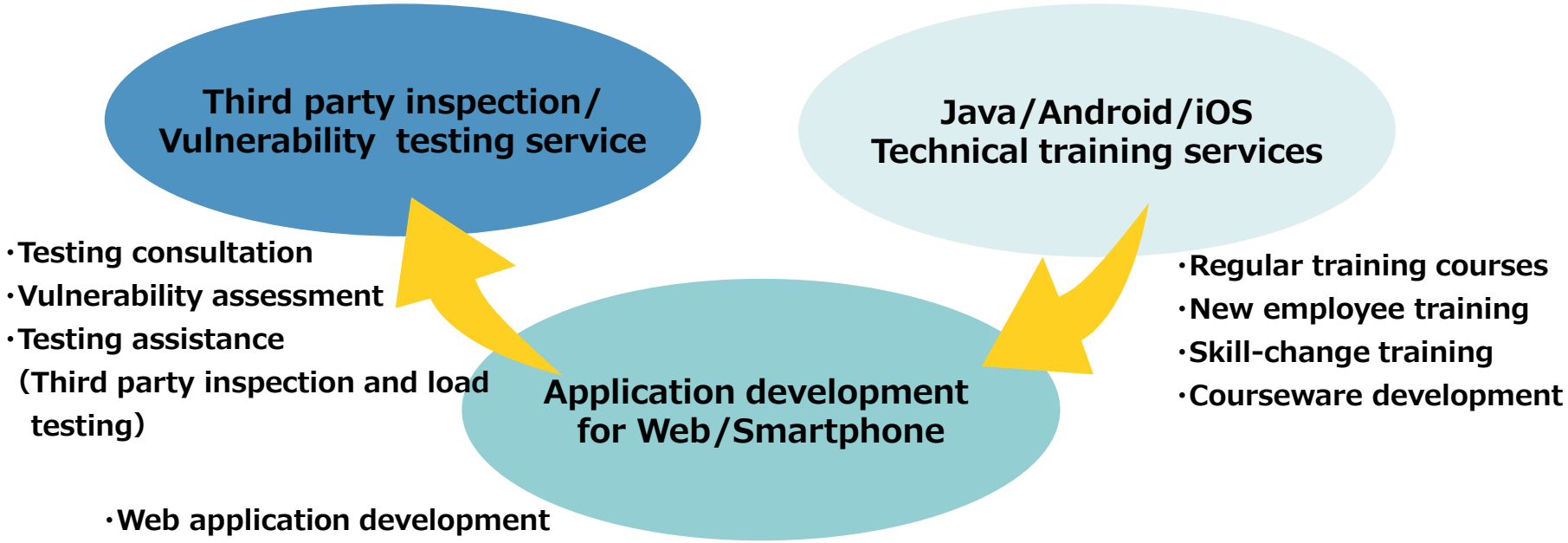
CASAREAL,Inc.

Core business



- Assisting application development, making full use of our expertise on open source for many years
- Provision of the services specializing in smartphone ranging from application development to technical training for engineers
- Supporting testing processes from design phase to programming phase to realize high-quality systems development

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