

# Corporate Profile

**TechMatrix**

---

**TECHMATRIX CORPORATION**  
**(Code : 3762)**



# Corporate Profile

## Company Name

TECHMATRIX CORPORATION  
(Stock code:3762)

## Date of establishment

August 30, 1984

## Paid-in capital

¥1,298.12 million

## President, Chief Executive Officer

Takashi Yuri

## Head office

11-24,Mita 3-chome, Minato-ku, Tokyo

## Domestic offices and representative office

West Japan Branch (Osaka) Nagoya Sales Office (Aichi)  
Kyushu Sales Office (Fukuoka) Representative Office in Bangkok (Thailand)

## Number of employees

1,182(Consolidated; as of March 31, 2021)

## The number of the issued stocks

44,518,400

## Fiscal year-end

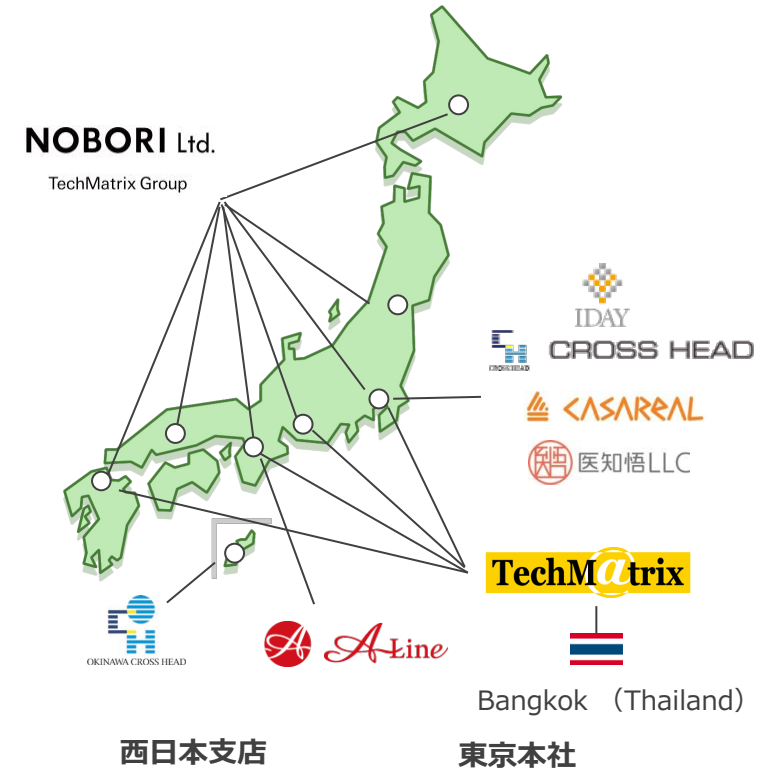
March 31 (Adopted : IFRS)

## Board composition

President & CEO	Takashi Yuri	Director	Yoshihisa Yoda
Director	Takaharu Yai	Director	Takeshi Suzuki
Outside Director	Hiroaki Yasutake	Outside Director*1	Michi Kaifu
Outside Director*1	Ari Horie	Outside Director*2	Hideyuki Sasaki
Outside Director*2	Ken Takayama	Outside Director*2	Ryota Miura
Outside Director*2	Akio Sugihara	*1 : Female	*2 : Audit & Supervisory Committee Member

(Company with Audit and Supervisory Committee / Executive officer system)

## TechMatrix group





**1980** Aug-84 TechMatrix was founded as Nichimen Data Systems Co., Ltd., a strategic subsidiary of the IT division of Nichimen Corporation (currently Sojitz Corporation).

**1990** Dec-96 Entry into the packaged software business; developed and started selling a Customer Relationship Management (CRM) package called "FastHelp."

Oct-98 Entry into the packaged software business; developed and started selling a Medical image server [Secured DICOM Server]

**2000** Jul-00 Nichimen Corporation sold all shares of the Company to ITX Corporation, making it a consolidated subsidiary of ITX

Nov-01 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-02 Listed on the JASDAQ Securities Exchange

Aug-08 Established Ichigo LLC

Jan-08 Made CROSS HEAD a consolidated subsidiary

Aug-08 Made CASAREAL, Inc. a wholly owned subsidiary

**2010** 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.

Aug-15 Repurchase of treasury stock from Rakuten

Apr-18 NOBORI Ltd. was founded

Established Representative Office in Bangkok

Nov-11 Business and capital alliance with Information Design Architecture Yamazaki Co., Ltd. in the field of Capital markets for financial institutions.

**2020** Oct-10 Established Kyushu Sales Office in Fukuoka City, Fukuoka Prefecture



## Mission Statement

**The IT professional group who create a better future**

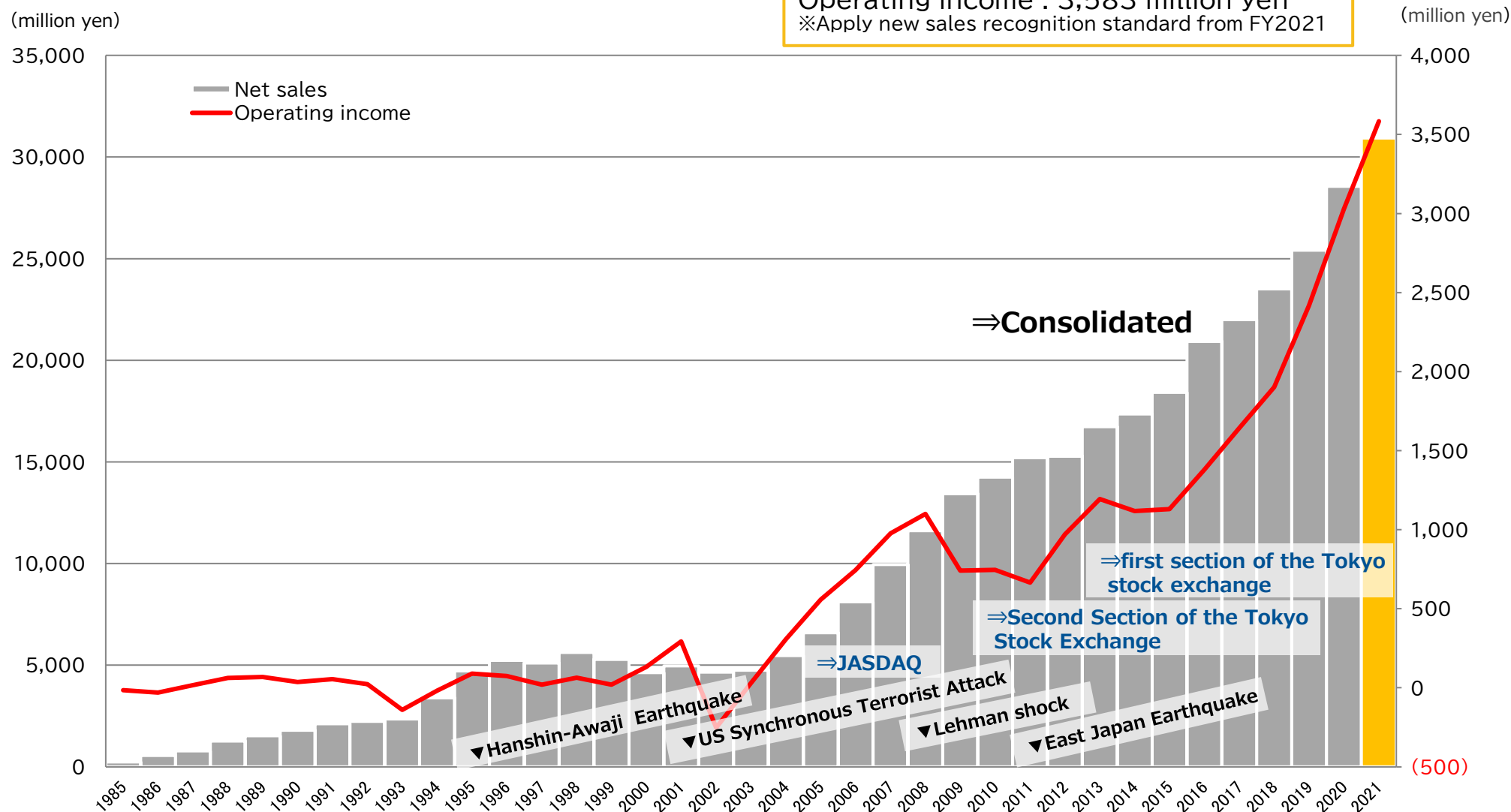
## Action Guidelines

- In a spirit of co-existence and co-prosperity, we work hard to make a contribution to our customers and society.
- Keeping in mind the importance of humbly learning something new, we continue to challenge new technologies and new businesses.
- All the members make a strong commitment to a team success and team growth through open discussion.



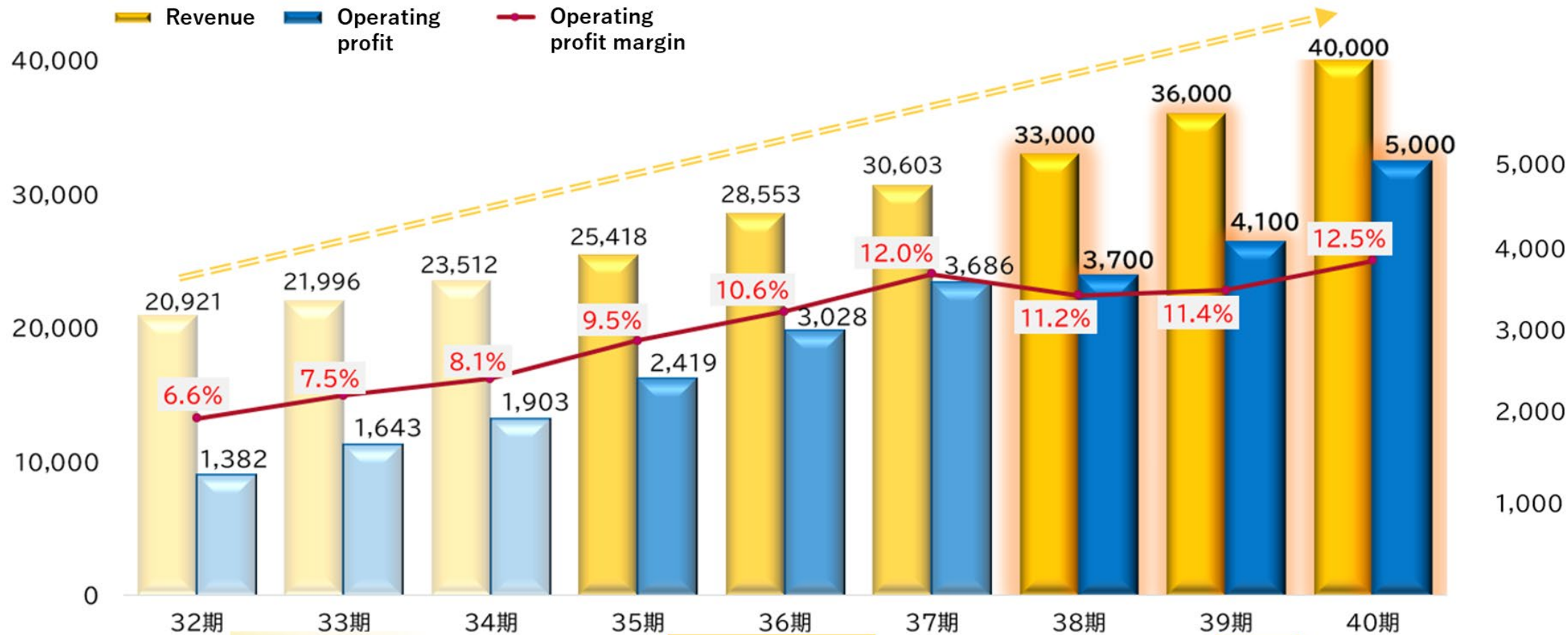
# Consolidated Performance trends

Net sales : 30,928 million yen  
 Operating income : 3,583 million yen  
 ※Apply new sales recognition standard from FY2021





# Business performance trends for the last 6 years and 3-year plan



TMX 3.0

グラフエリア

新中期経営計画  
GO BEYOND 3.0

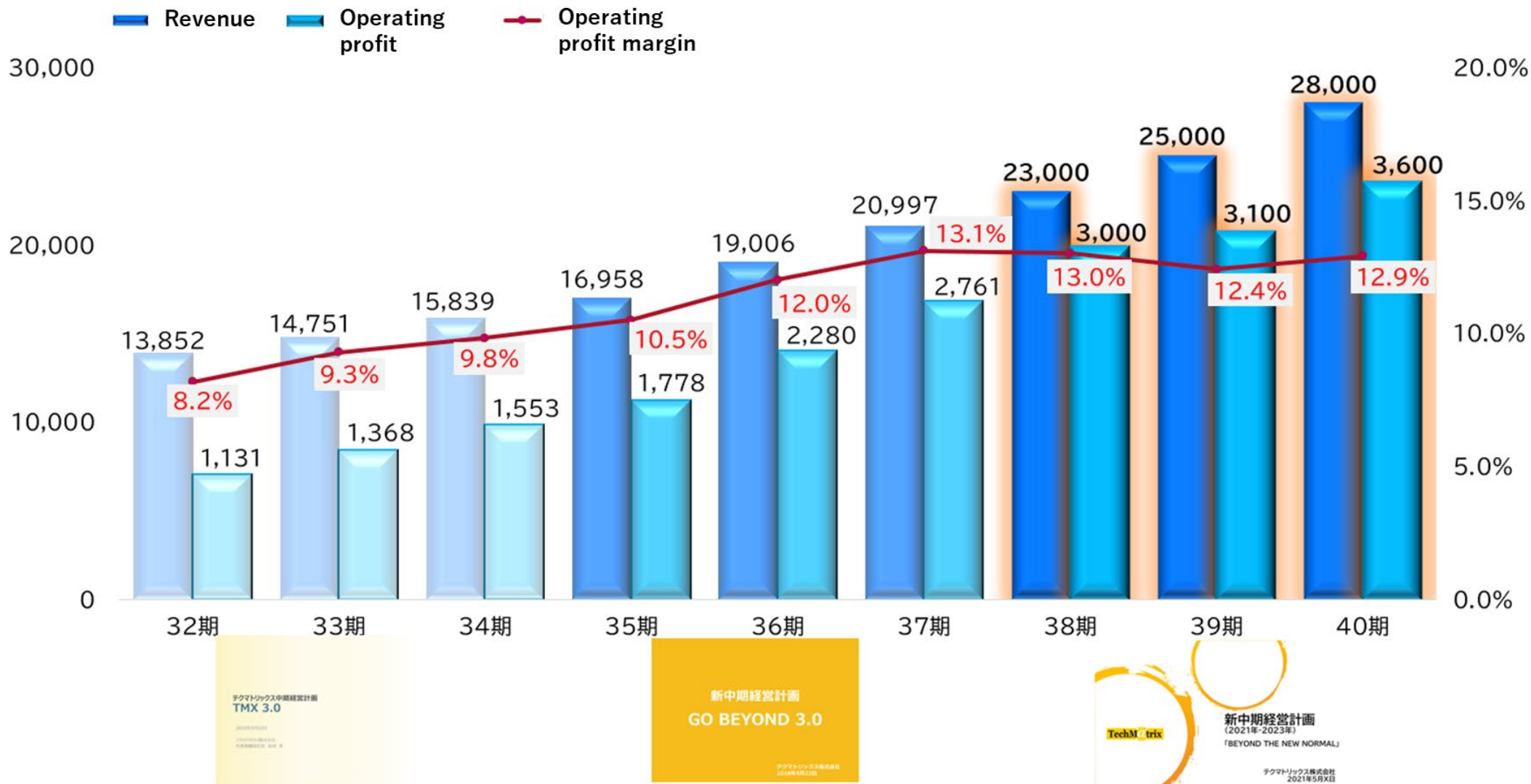
新中期経営計画  
(2021年-2023年)  
「BEYOND THE NEW NORMAL」

2021年5月X日

New medium-term management plan「BEYOND THE NEW NORMAL」 Plan value (Consolidated)



# Business performance trends for the last 6 years and 3-year plan



New medium-term management plan「BEYOND THE NEW NORMAL」 Plan value ( Information infrastructure )



# Business performance trends for the last 6 years and 3-year plan

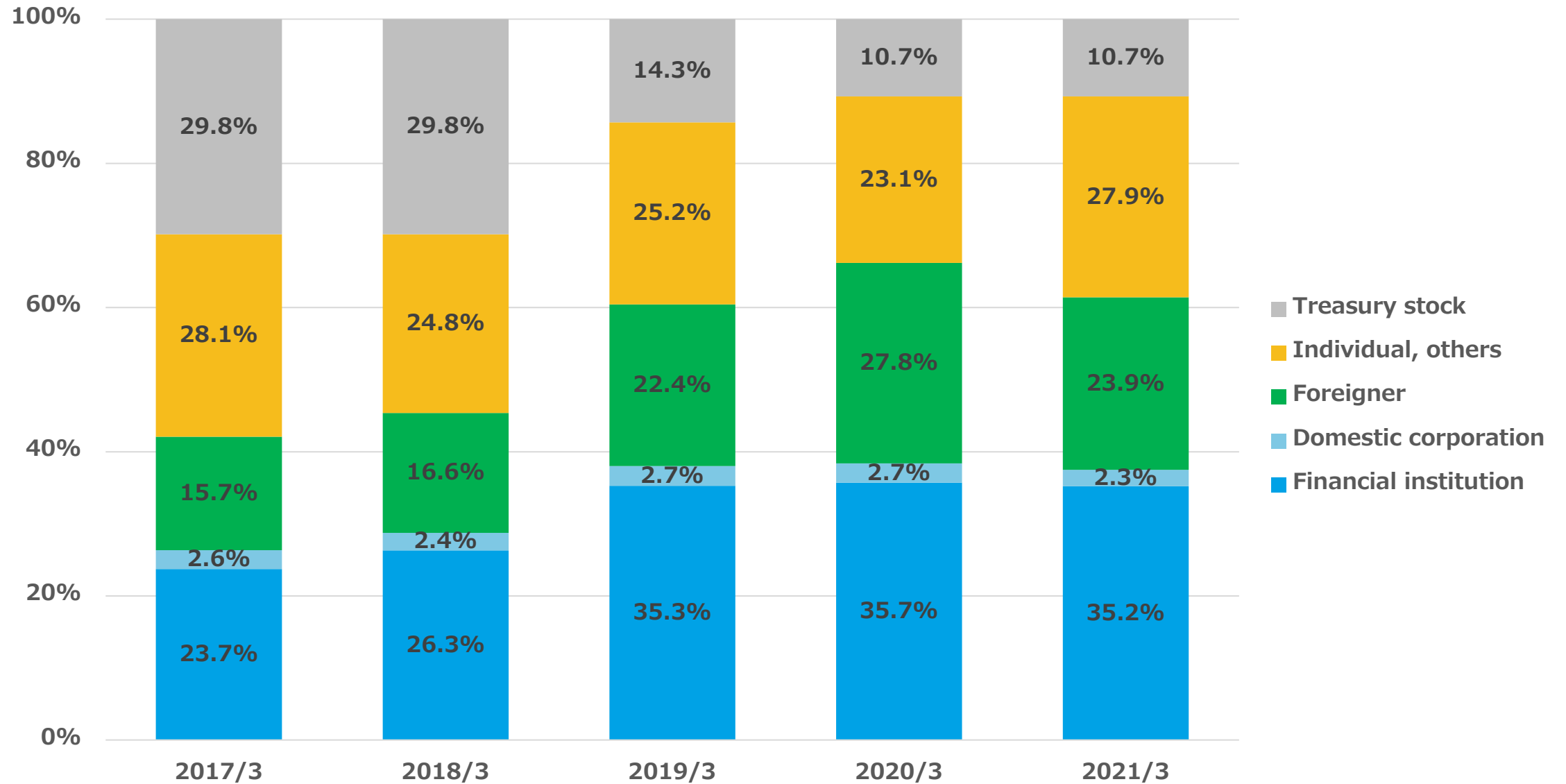


New medium-term management plan「BEYOND THE NEW NORMAL」 Plan value (Application service)





# Shareholder composition





As of March 31, 2021

Shareholder's name	Stock	Ratio (%)
Custody Bank of Japan, Ltd. (account in trust)	6,173,600	13.86
The Master Trust Bank of Japan ,Ltd. (account in trust)	4,800,200	10.78
TECHMATRIX CORPORATION	4,776,438	10.72
JP MORGAN CHASE BANK 380055	1,810,700	4.06
Individual	1,436,000	3.22
Custody Bank of Japan, Ltd. (account in security investment trust)	987,600	2.21
TECHMATRIX's Employee Shareholding Association	839,000	1.88
GOVERNMENT OF NORWAY	706,900	1.58
THE BANK OF NEW YORK MELLON 140042	659,795	1.48
STATE STREET BANK AND TRUST COMPANY 505025	643,000	1.44



## Network & Security

- Provision of "Cutting-edge products for network and security"
- Integration of "Secure infrastructure"
- Provision of "24 x 7 operation and monitoring"

## Software quality assurance

- Provision of "Test tools " for quality assurance of embedded software in IoT era

## CRM

- Provision of "CRM system (call tracking system)" for contact centers
- Provision of "FAQ knowledge system"

## Medical

- Provision of cloud-based "Picture Archiving communication system (PACS) "
- Provision of "PHR service" on Smartphone
- Provision of "IT infrastructure to support teleradiology and telepathology"

## Business solution

- Provision of solution for "Internet services" and "Financial field"
- Provision of "Advanced training programs for IT engineers"

## Education

- Provision of "School communication platform"

## ★ Information infrastructure business

『クラウド時代を支える情報基盤技術の提供』

## ★ Application service business

『業務に特化したソリューションの提供』

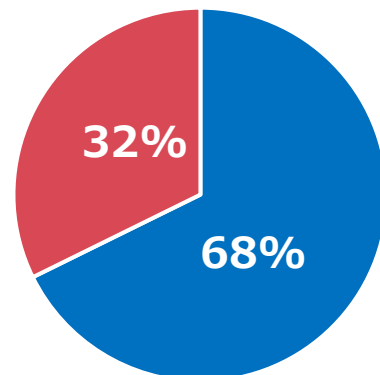




# Portion of segment (March 31, 2021)

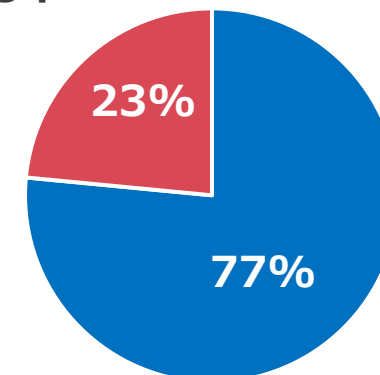
### Portion of revenue

- Information infrastructure business
- Application service business



### Portion of operating profit

- Information infrastructure business
- Application service business

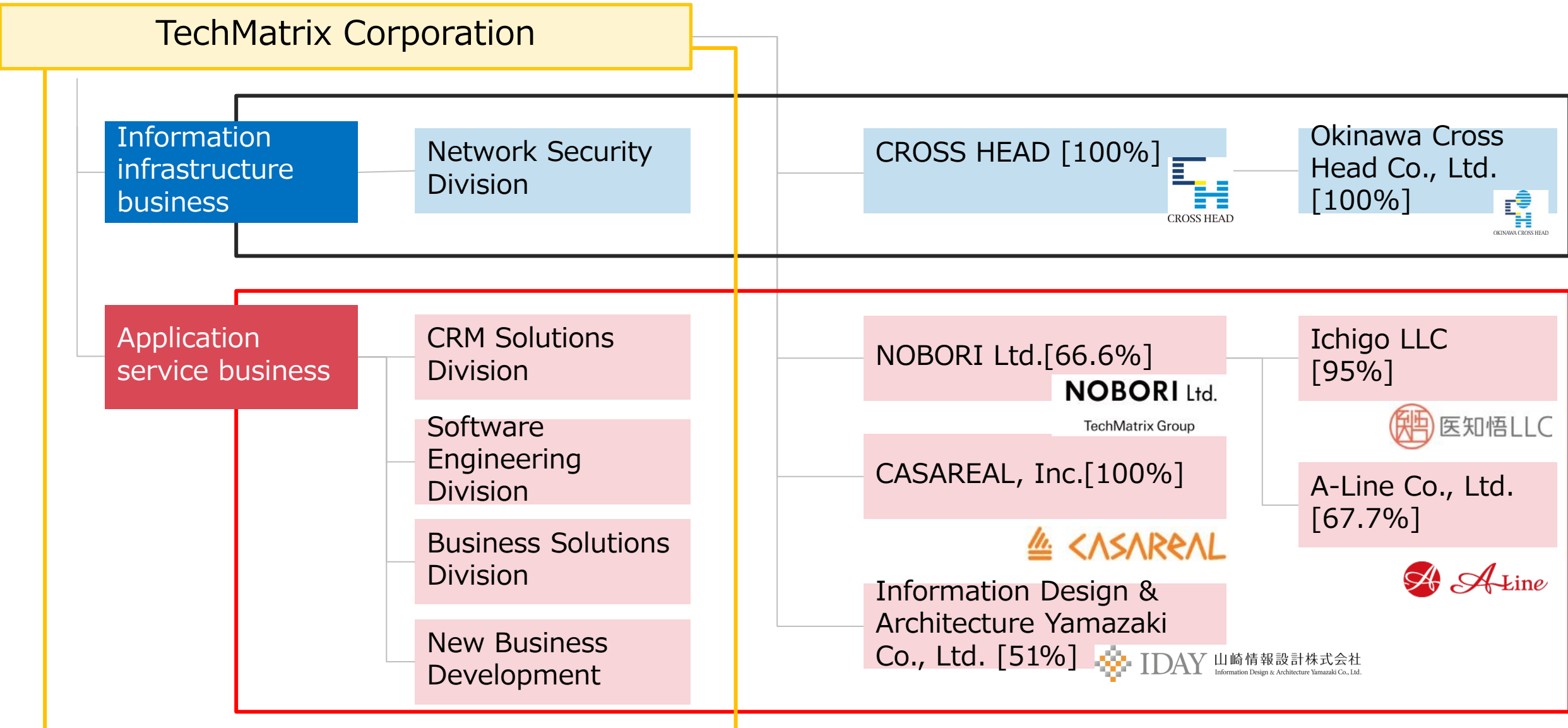


\*Adopted the IFRS for its consolidated financial statements in its securities report for the fiscal year ended March 31, 2021.

\*The above pie chart is based on IFRS as of March 31, 2021. The table below is based on IFRS from March 31, 2021.








Revenue	2017/3	2018/3	2019/3	2020/3	2021/3	
Information infrastructure business	14,751	15,839	16,957	19,006	20,943	
Application service business	7,245	7,672	8,460	9,546	9,985	(¥million)

Operating profit	2017/3	2018/3	2019/3	2020/3	2021/3	
Information infrastructure business	1,368	1,553	1,777	2,280	2,741	
Application service business	274	349	640	747	841	(¥million)





# Company profile of group companies

Company's name (investment ratio)	Business activities
NOBORI Ltd. (66.66%) 	Provision of a cloud service for healthcare information "NOBORI", a platform for other healthcare services "NOBORI PAL" and PHR service for the individual (Patient) . "NOBORI" has the largest number of medical images in Japan. We promote new businesses.
Ichigo LLC .(NOBORI 95.0%) 	Provision of IT infrastructure to support teleradiology and telepathology in the healthcare field
A-Line Co.Ltd.(NOBORI 67.7%) 	Provision of cloud type medical radiation dose management system "MINCADI"
CROSS HEAD (100.0%) 	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. (CROSS HEAD 100.0%) 	Provision of network solution and temporary dispatch and employee placement services for IT technicians in Okinawa
CASAREAL,Inc. (100.0%) 	System development using open source software and training services for skill-development of IT technicians
Information Design & Architecture Yamazaki Co., Ltd.(51.0%) 	Strength in system planning and design in the area where financial engineering and information technology overlap (Provision of series of Apreccia is main business.)



TechMatrix's business consists of **two businesses**.

**"Information infrastructure business"** that provides integration of cutting-edge information infrastructure technology, **"Application service business"** that provides application packages and cloud services containing domain specific knowledge and best practice to solve customers' problems.

## Information infrastructure business

By utilizing our unique connoisseurship to identify products and services which have advanced functionalities, competitiveness, and growth potential even in niches, mainly from North America, we provide not only such products but also high value-added full-line services in Japan.

Network security business

## Application service business

By utilizing our accumulated domain specific knowledge and best practice, we provide various application services such as system development, application packages, cloud (SaaS) services, and test solutions.

Medical business

Contact Center CRM Solutions Business

Software quality assurance business

Business solution business

Education business



# Information infrastructure business business overview

Network & Security

Medical

CRM

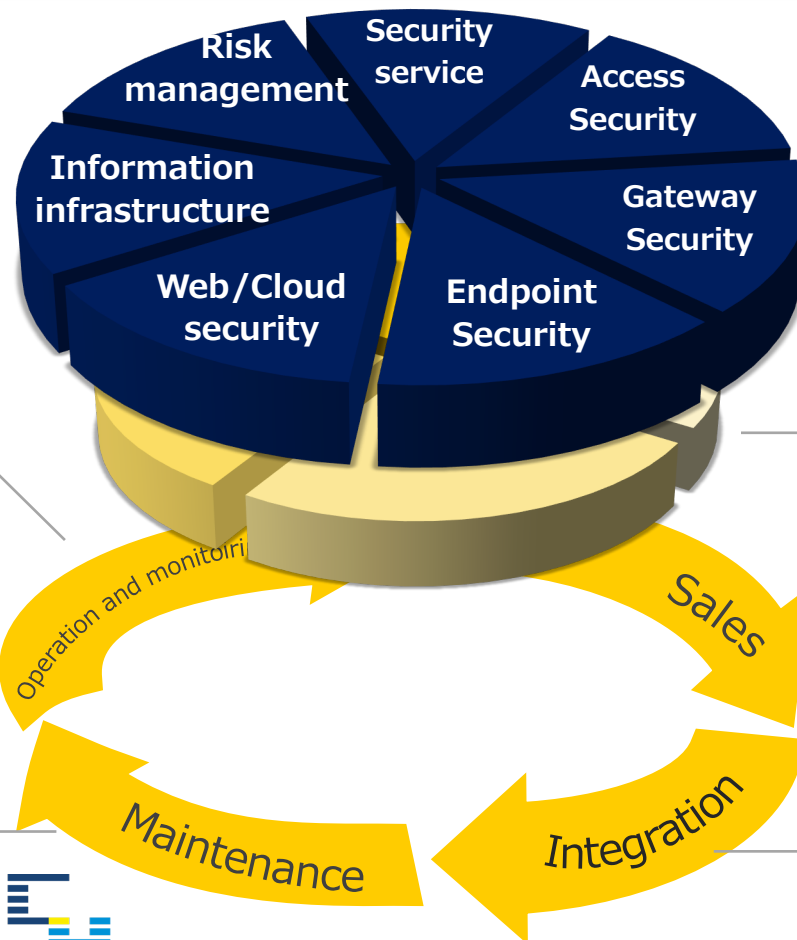
Software quality assurance

Business solution

Education

TechMatrix

Network & Security : Provision of integration of cutting-edge information infrastructure technologies in cloud era  
In collaboration with CROSS HEAD Co., Ltd., a wholly owned subsidiary of Techmatrix, we provide customers with various services, including ① Products, ② Design and integration, ③ maintenance services, ④ operation and monitoring to improve customers' ICT environments.



## ④ Operation and monitoring :

Wide coverage from alive monitoring, remote security monitoring to on-site operational support



## Various support services :

- ✓ Assessment support
- ✓ Evaluation support
- ✓ Integration support
- ✓ Operational support

## ① Sales :

Introducing cutting-edge technology for Japanese market



## ③ Maintenance :

24 x 7 support services provided by technical staff who have in-depth knowledge about the products we sold as a 1st-tier distributor



## ② Design and Integration :

Know-how gained as a 1st-tier distributor and sufficient pool of experienced engineering resources







# Main product and service

Network & Security

Medical

CRM

Software quality assurance

Business solution

Education

TechMatrix

## Access Security

### SSL-VPN

- F5 Networks

### Zero Trust

- appgate
- Palo Alto Networks

### SD-WAN

- Palo Alto Networks

### One-time password

- RSA

## Web / Cloud security

### WAF

- F5 Networks

### CASB

- McAfee
- Palo Alto Networks

### Application vulnerability diagnosis

- AppScan
- VERACODE

### Microservices (container / serverless) security

- McAfee
- Palo Alto Networks

## セキュリティサービス

Integrated supervision system



Vulnerability diagnosis



## Gateway Security

### Firewall

- Palo Alto Networks
- F5 Networks

### IPS/IDS Intrusion detection

- McAfee
- Palo Alto Networks

### Proxy

- McAfee

### Mail

- Proofpoint

### Sanitizing

- VOTIRO

## Risk management

### Vulnerability management

- Tenable

### Security risk management

- RSA

### Prevention insider threats

- Proofpoint
- Palo Alto Networks
- McAfee
- Vecra AI

## Endpoint Security

### Next generation anti virus

- Black Berry
- Palo Alto Networks
- McAfee

### EDR

- Black Berry
- Tanium
- McAfee

### Visibility / Cyber hygiene

- Tanium
- Forescout

## Information infrastructure

### Load balancer

- F5 Networks

### Date storage

- Dell Technologies

### Date protection

- Cohesity



# Relation of sales partners

Network & Security

Medical

CRM

Software quality assurance

Business solution

Education

TechMatrix

Provision of optimal services to customers based on our Japan's top class track record of supporting product deployments.



**3 years in a row (2018, 2019, 2020)**

- Distributor of the year
- Excellence in support of the year (2018, 2019)



**3 years in a row (2019, 2020, 2021)**

- Services Delivery Excellence Awards



**2020 Award**

- Best distributor of the year



**proofpoint.**

**2020 Award**

- PARTNER OF THE YEAR

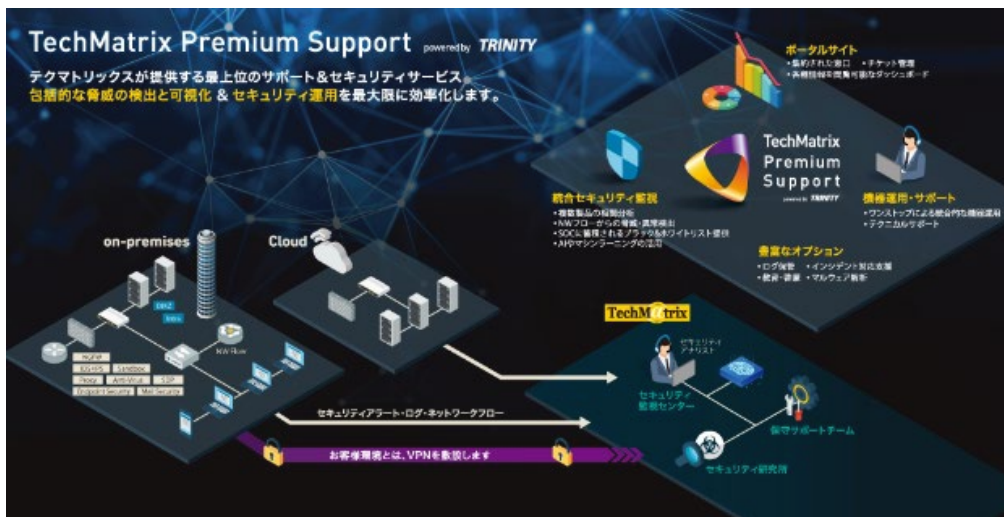


## Others





Provision of “TechMatrix Premium Support powered by TRINITY (TPS)” which is a comprehensive high-end remote monitoring and operation services for threat detection, visibility and response to most effectively protect clients from sophisticated and malicious cybersecurity threats.



## TechMatrix Security Lab.

- Investigation / Analysis of threats
- Development of correlation analysis rules
- Analysis of incidents
- Analysis of malware
- Threat trend survey by using honeypot
- Support for building SOC/CSIRT
- Survey of using AI for security



(Members)

- Engaged in analyst / consulting work at a major security company
- Engaged in analyst / consulting work at a major antivirus software vendor
- Engaged in vulnerability assessment services for more than 1000 sites

①

## Integrated security monitoring services

- Integrated security monitoring
- Correlation analysis of Gateway × Endpoint × NW Flow
- ✓ Correlation analysis of log × NW flow
- ✓ Support for hybrid environment on premises and cloud

②

## More diverse analysis

- Threats and Alerts detection
- Making best use of in-dept product knowledge and know-how
- ✓ Correlation analysis of a status of Gateway/Endpoint/Network
- ✓ Correlation analysis by using AI, machine learning and analyst

③

## Integrated equipment operation

- Integrated equipment operation
- FW · IPS · URLF · Next generation Endpoint-sec · Mail-sec · LB · Storage · SDP
- ✓ One-stop operation
- ✓ Immediate response (Confirmation and blocking)



# Application service business business overview

Network & Security

Medical

CRM

Software quality assurance

Business solution

Education

TechMatrix

## Medical



Provision of "cloud PACS"  
Provision of "PHR platform service"  
Provision of "utilization of medical information"



Provision of "IT infrastructure to support teleradiology and telepathology"



Provision of cloud-based medical radiation dose management system "MINCADI"



CRM system/  
FAQ knowledge system

TechMatrix

## Software quality assurance

TechMatrix

Provision of total support services ranging from "Test tools" to "Consulting" for improving the quality of embedded software and enterprise software



## Business solution

TechMatrix

Provision of "Financial solution", "Funding agency support systems for academic research" and "BI (Business Intelligence) solution" mainly

Financial solution	
Apreccia4 (アプレシア) 市場系業務管理システム	Apreccia 4
Trading-VaR (トレーディング・バー) 市場リスク管理システム	Trading VaR
ALARMS (アラームズ) 統合ALM管理システム	ALARMS
FINCAD (フィンキャド) 金融商品評価ツール FINCAD Analytics Suite(FAS)	FiNCAD
F3 (エフスリー) オブジェクト指向型ファイナンスソリューション	FiNCAD F3
IIMS (アイアイエムエス) 投資情報管理システム	IIMS

Support of academic research	
研究課題管理システム	研究課題、ファンド情報、研究者の情報管理
電子ジャーナル出版	研究論文やジャーナル等の登録・発信
DOI登録機関システム	論文、研究データに登録するDOIの発行、管理等

## BI solution



Information Design & Architecture Yamazaki Co., Ltd.



- Financial engineering solution
- Comprehensive risk management solutions

CASAREAL, Inc.



- Advanced technical training services for IT engineers
- Cloud-native technologies training services

## Education(New development)

TechMatrix

Provision of cloud-based "School communication platform + School affairs support system"





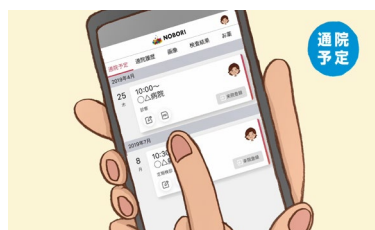
In the medical field, NOBORI Ltd. provides “NOBORI” which is a cloud-based integrated management system for medical images (Cloud PACS), “NOBORI PAL” which is plug-in cloud services on top of NOBORI and “PHR (Personal Health Record) service”.

Also, we provide a “Diagnosis support services” through NOBORI by using AI technologies developed by various healthcare AI vendors.



みんなの明日へ、医療情報クラウド。

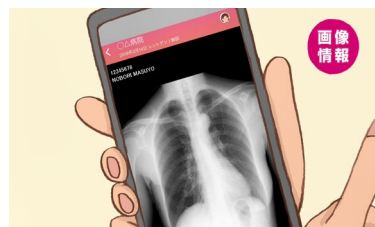
## NOBORI Medical information platform



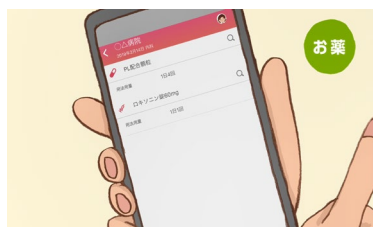
通院予定



検査結果



画像情報



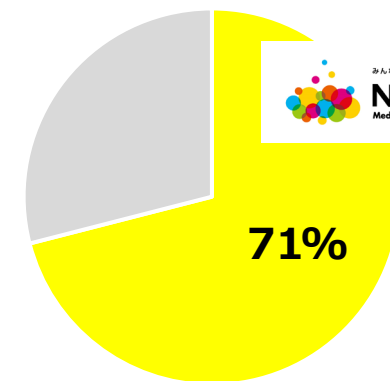
お薬

「クラウド上に便利を集め、医療機関を支援したい」  
そんな仲間が集まります。



NOBORI-CUBE

### Market of cloud PACS (Number of medical institutions)



(n=1,424)

\* The source is “Medical Imaging Systems and PACS Markets 2021” (Mar.,2021), a report from Yano Research Institute Ltd.

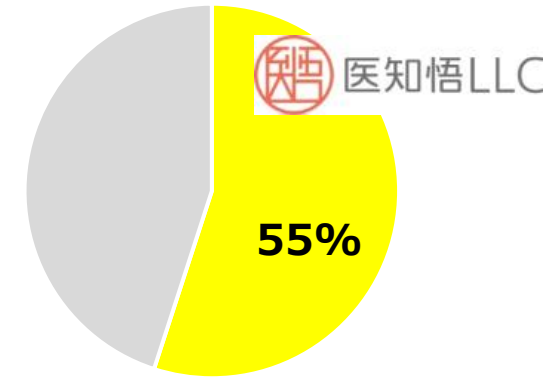


Ichigo LLC. provides "Ichigo" which is IT infrastructure to support teleradiology and telepathology.



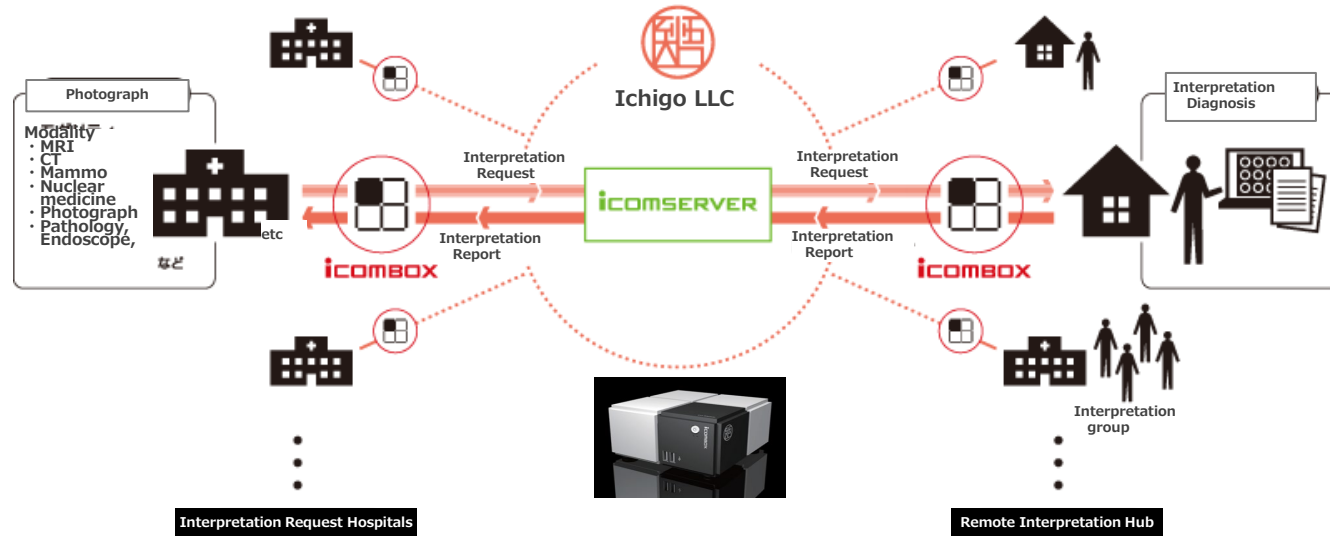
The number of customers is over 650 from a service start in April, 2008  
The number of medical images transmitted monthly is about 200,000 (34% market share)  
No.1 market share in teleradiology infrastructure services in Japan with over 1,400 radiologists registered

Market of infrastructure teleradiology (Number of transactions)



(n=418,000 number/month)

\* The source is "Medical Imaging Systems and PACS Markets 2021" (Mar.,2021), a report from Yano Research Institute Ltd.



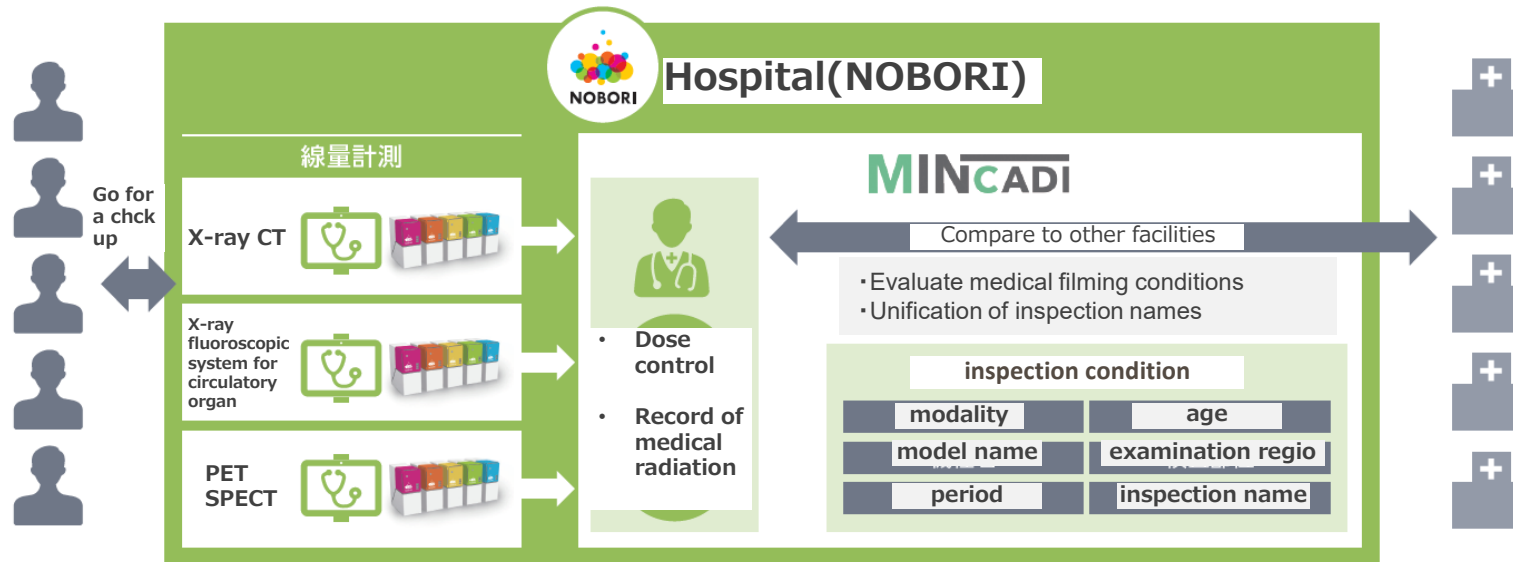


A-Line Co., Ltd. provides "MINCADI" which is a cloud-based management system for medical radiation exposure dose. Management for medical radiation exposure dose is regulatorily mandatory from April 2020 Japan.

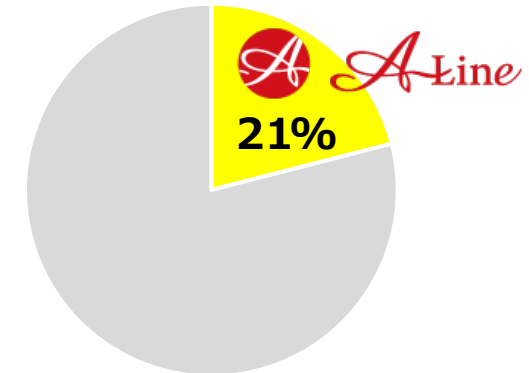


- Market share is at the top of this category (based on the number of systems delivered)
- Market share is at the second place (more than 200 medical institutions) (based on the number of medical institutions)

### ■ A use case for NOBORI users



### Market for Medical radiation exposure dose management system (the number of systems delivered)



(n=744 number of systems)

\* The source is "Medical Imaging Systems and PACS Markets 2021" (Mar.,2021), a report from Yano Research Institute Ltd.



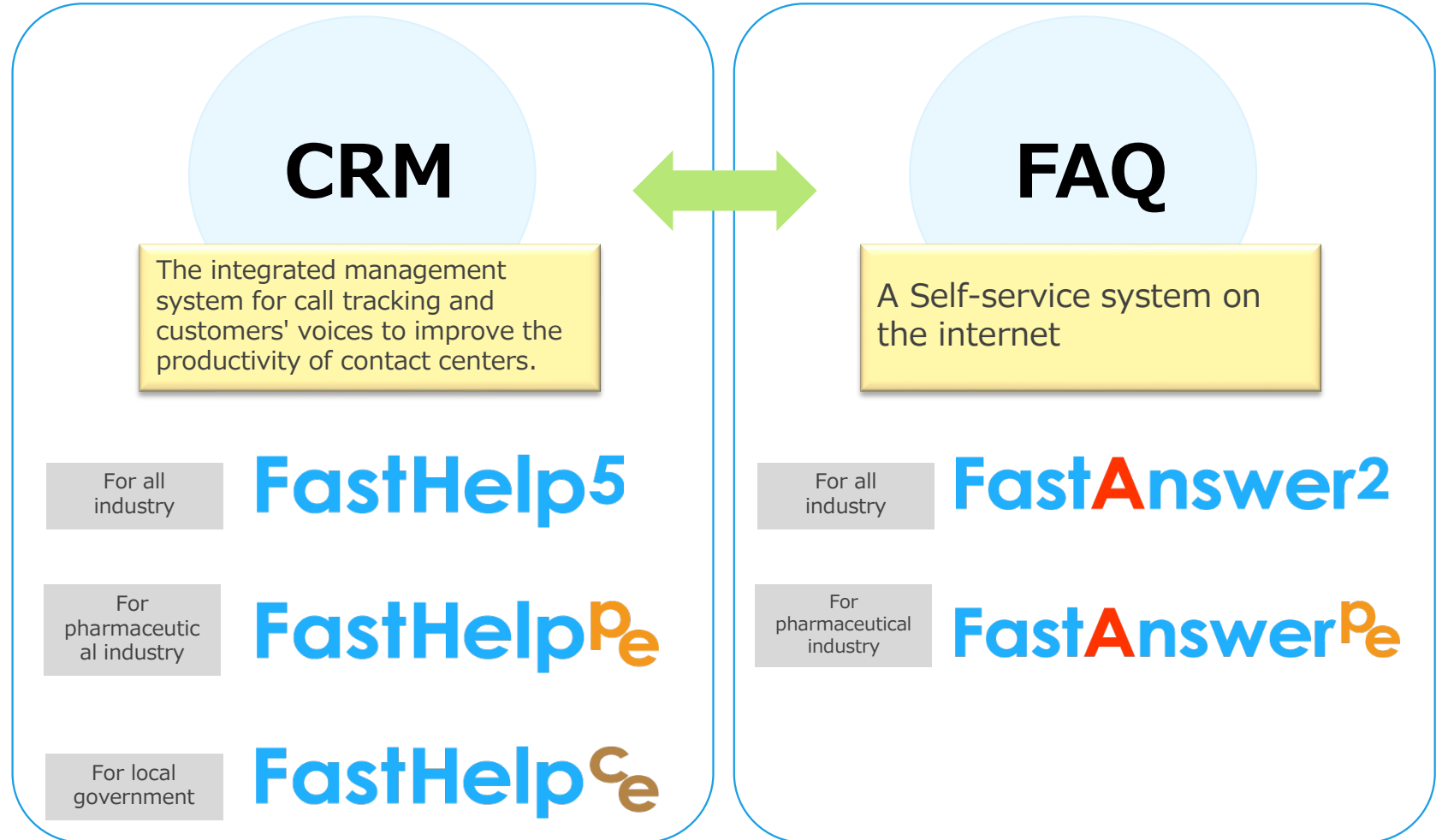
Provision of "CRM system" and "FAQ knowledge system" which are aimed at improving productivity in contact centers and customer satisfaction.

Realizing omni-channel support for customer services

## CRM system / FAQ knowledge system



- ✓ Based on On-premises
  - ✓ Based on cloud
- Either is available upon request







# Software quality assurance

Network & Security

Medical

CRM

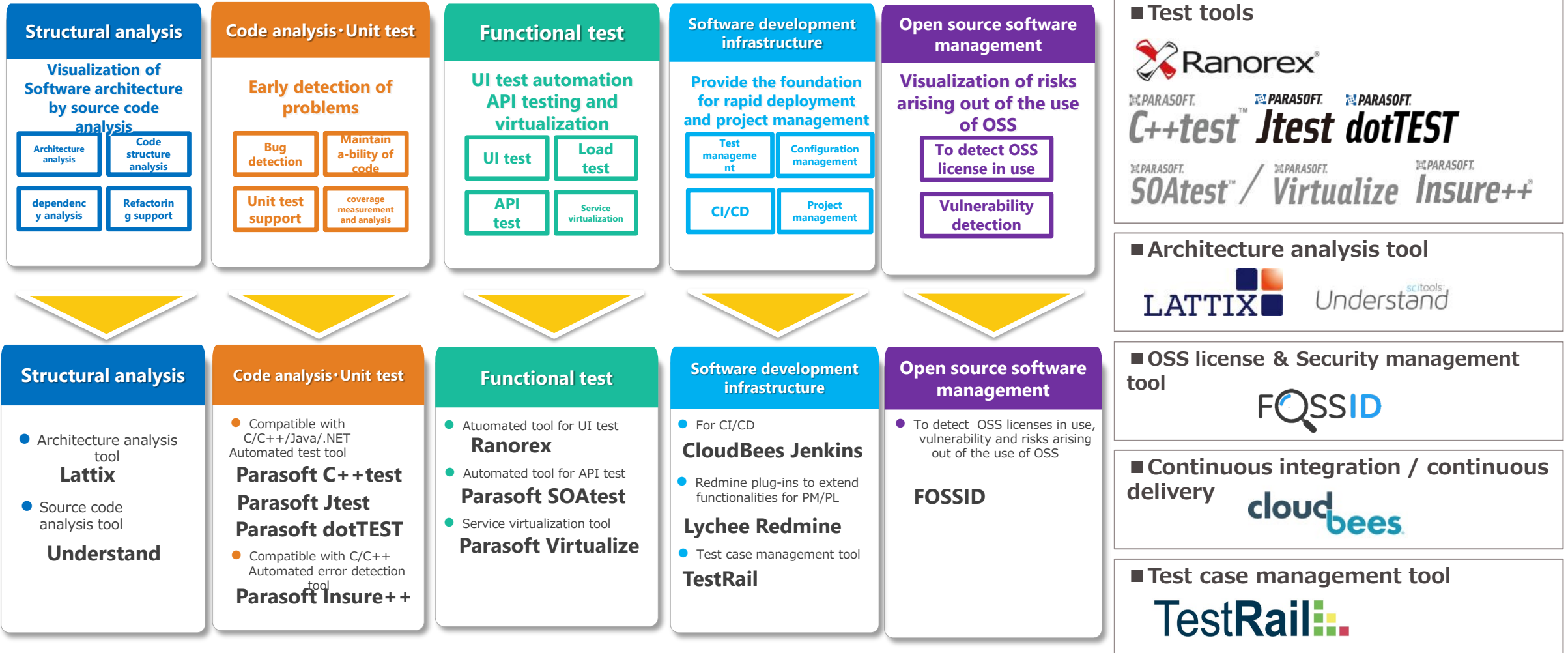
Software quality assurance

Business solution

Education

TechMatrix

Provision of total support services ranging from "Test tools" to "Consulting" for improving the quality of embedded software and enterprise software.



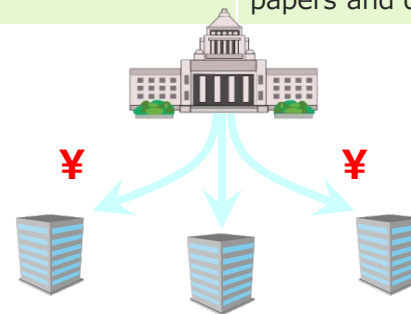


Provision of “Financial solution” , “Funding agency support systems for academic research” and “BI (Business Intelligence) solution” mainly

Financial solution Integrated risk management solution	
• Apreccia4 Integrated management system for Capital Markets	
• Trading-VaR Market risk management system	
• ALARMS Integrated ALM management system	
• FINCAD Pricing and valuation tool for financial instruments FINCAD Analytics Suite(FAS)	
• F3 Object-oriented pricing solution	
IIMS Investment information management system	

Support of academic research Funding agency • Big data solution for research institution	
Funding agency support systems for academic research	Management for research topics, fund information and researcher information
Electronic journal publishing	Registration and publication of research papers and journals etc.
Management system used by DOI registration agencies	Issuance and management system for DOI (Digital Object Identifier) to be allocated to research papers and data

**BI solution**  
Business intelligence/  
Budget management solution





➤ 『Spinning learning into the future + innovation』 (Service concept)  
Provision of school communication platform+ school affairs support system cloud service

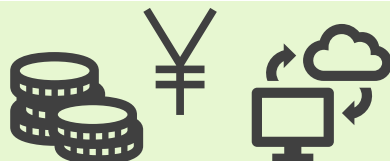


### Reducing the burden on teacher and staff



Centralized management of various information  
Teacher and staff can easily share and send information  
→Enhanced a school/ an educational affairs

### Reducing investment costs



No need to purchase equipment  
Apply the latest security  
→Monthly paid cloud service

### A system in which children play a leading role

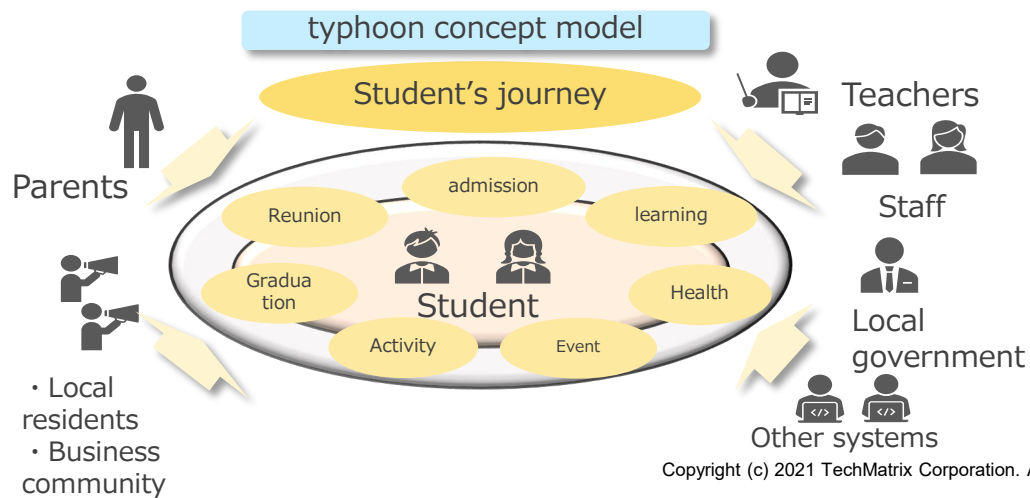


Record of children's daily activities (and feedback from the surroundings)  
→Accumulate learning history

### Excellent UI/UX



Design/Operability ©  
Multi-device support  
→Easy communication



<Multi-device support>  
Accelerated online-communication with parents



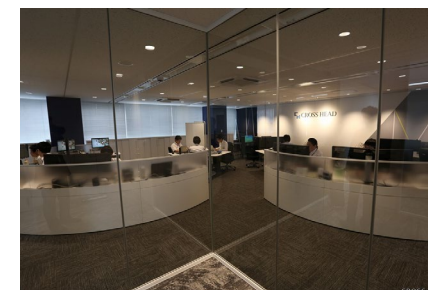


# appendix



## Corporate overview

Name	CROSS HEAD
Location	20-3 Ebisu 4-chome, Shibuya-ku, Tokyo
established	September 14, 1992
Representative	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.



## Corporate overview

Name	Okinawa Cross Head Co., Ltd.
Location	1-9 Asahimachi, Naha, Okinawa
established	June 21, 2006
Representative	Tadaaki Tokashiki
Paid-in capital	¥51 million
Corporate Philosophy	Social Contribution through creating, connecting and maintaining IT Infrastructure



1. Better location (Evasion of the simultaneous devastation risk)
2. Better Distance (shortest route to the Asian market)
3. Potential Market (IT industry, prioritized by OKINAWA Prefectural Government in its industrial development policy)
4. Cost Performance (Providing high-quality services at a low price)

## Core competence

Create and maintain IT infrastructure, providing easy-to-use Package solution by IoT



## NOBORI Ltd.

TechMatrix Group

### Corporate overview

Name	NOBORI Ltd.
Location	11-24 Mita 3-chome, Minato-ku, Tokyo
established	January 22, 2018
Representative	Yoshihisa Yoda
Paid-in capital	¥1,100 million
Business activities	Provision of a cloud service for healthcare information "NOBORI", a platform for other healthcare services "NOBORI PAL" and PHR service for the individual (Patient). "NOBORI" has the largest number of medical images in Japan. We promote new businesses.



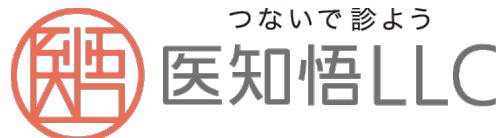
### NOBORI-CUBE

「クラウド上に便利を集め、医療機関を支援したい」  
そんな仲間が集まります。





## Corporate overview



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



**icombox**

### 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.





## Corporate overview



Name	A-Line Co.Ltd.
Location	2-7 Nakano-shima 2-chome, Kita-ku, Osaka
established	December 11, 2015
Representative	Makoto Tabushi
Paid-in capital	¥40,505,000yen
Business activities	Provision of cloud type medical radiation dose management system "MINCADI" and any more.



## About "MINCADI"

**MINCADI is a new cloud-based service** that enables patients to receive radiology data when inspected, in addition to managing the exposures of radiology tests required at medical sites.

**We provide a realistic information with great transparency** by centrally managing large volumes of medical information data contained in medical images captured at each medical institution using data servers located outside the medical institutions.



## 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





Corporate overview



IDAY 山崎情報設計株式会社  
Information Design & Architecture Yamazaki Co., Ltd.

Name	Information Design & Architecture Yamazaki Co., Ltd.
Location	Ichibancho 27-2 Chiyoda City, Tokyo
established	December 1999 (February 2007, Change of company name and form)
Representative	Hiroshi Yamazaki
Paid-in capital	¥110 million
Corporate Philosophy	Strength in system planning and design in the area where financial engineering and information technology overlap (Provision of series of Apreccia is main business.)

Corporate Philosophy

**Identifying the essential requirements of business from the perspective of "designing information", discovering generalized models, and devoting ourselves into lean system design.**



---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---



<Handling of this material>

Description of future prospect contained in this material, etc. is based on current information.

It may fluctuate due to Macroeconomic trends, Market environment, Our related industry trends, Other internal · external factors, etc.

Therefore, there are risks and certainty that actual performance may differ from the descriptions of future prospect, etc.

<Contact>

TECHMATRIX CORPORATION Corporate Planning Department [ir@techmatrix.co.jp](mailto:ir@techmatrix.co.jp)