Corporate Profile TechM//trix

TECHMATRIX CORPORATION (Code : 3762)

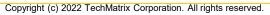
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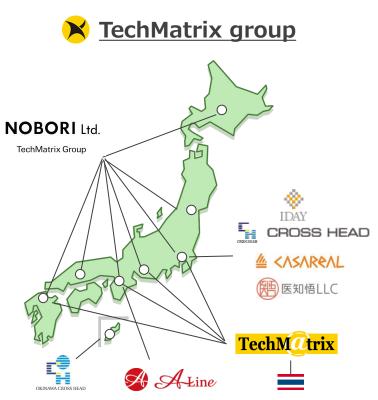


Corporate Profile



Company Name	TECHMATRIX (Stock code:	CORPORATIO 3762)	N		
Date of establishment	August 30, 19	984			
Paid-in capital	¥1,298.12 mi	llion			
President, Chief Executive Officer	Takashi Yuri	Takashi Yuri			
Head office	11-24,Mita 3-	chome, Minat	o-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(Consol	idated; as of N	4arch 31, 20	21)	
The number of the issued stocks	44,518,400				
Fiscal year-end	March 31 (Ac	lopted : IFRS)			
Board	President & CEO	Takashi Yuri	Director	Yoshihisa Yoda	
composition	Director	Takaharu Yai	Director	Takeshi Suzuki	
(Company with Audit	Outside Director	Hiroaki Yasutake	Outside Director ^{*1}	Michi Kaifu	
and Supervisory Committee / Executive	Outside Director ^{*1}	Ari Horie	Outside Director ^{*2}	Hideyuki Sasaki	
officer system)	Outside Director ^{*2}	Ken Takayama	Outside Director ^{*2}	Ryota Miura	
	Outside Director ^{*2}	Akio Sugihara	*1:Female	*2 : Audit & Supervisory Committee Member	





西日本支店

Bangkok (Thailand)









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
2000	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
2010	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

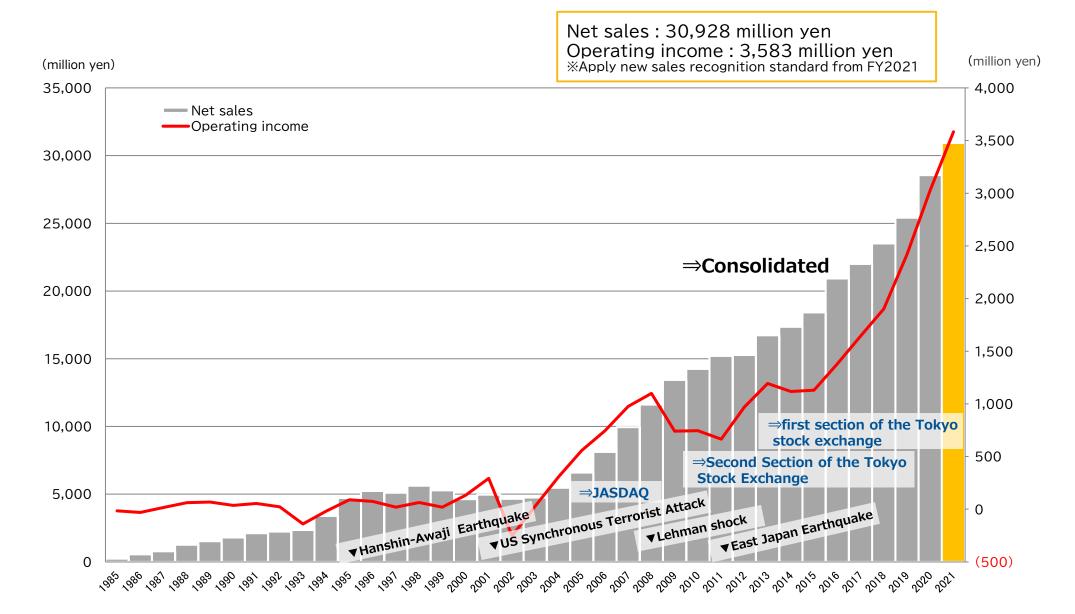
The IT professional group who create a better future

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.



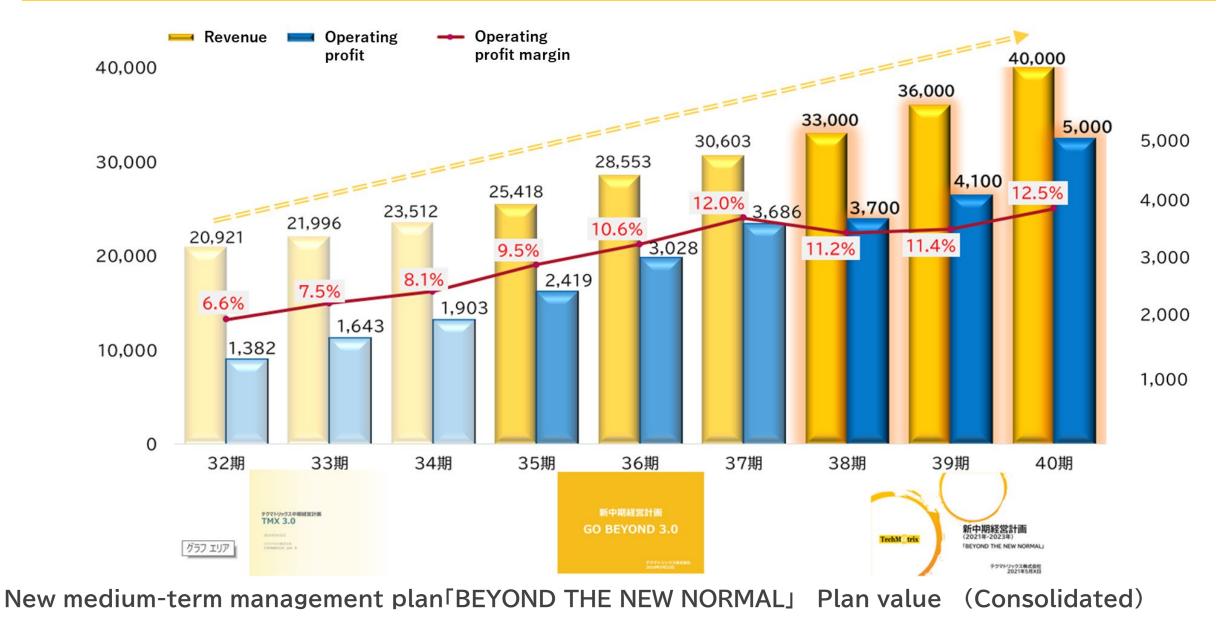






Business performance trends for the last 6 years and 3-year plan









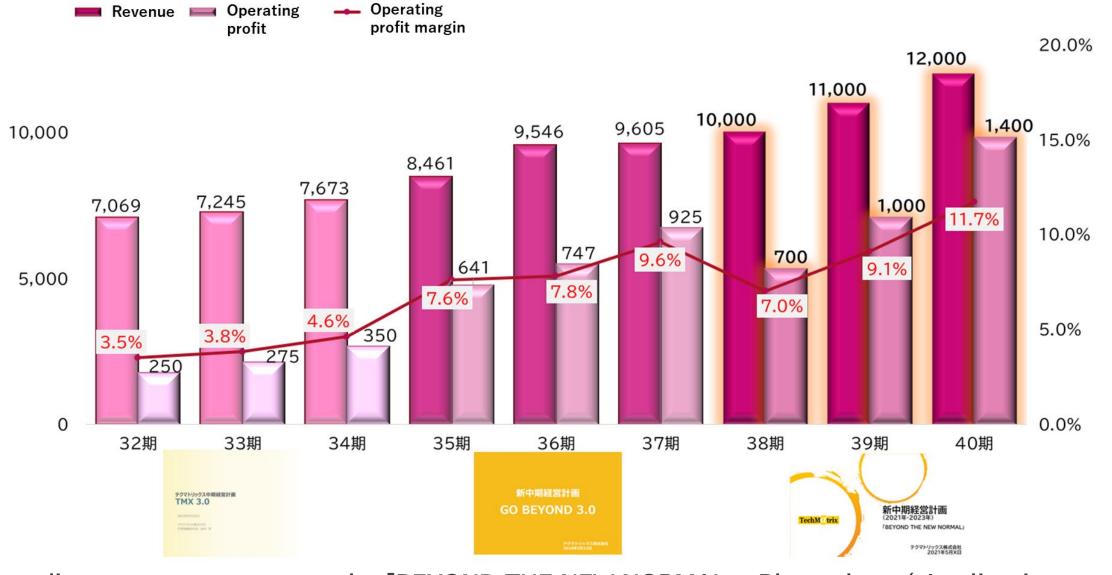


New medium-term management plan[[]BEYOND THE NEW NORMAL] Plan value (Information infrastructure)



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)











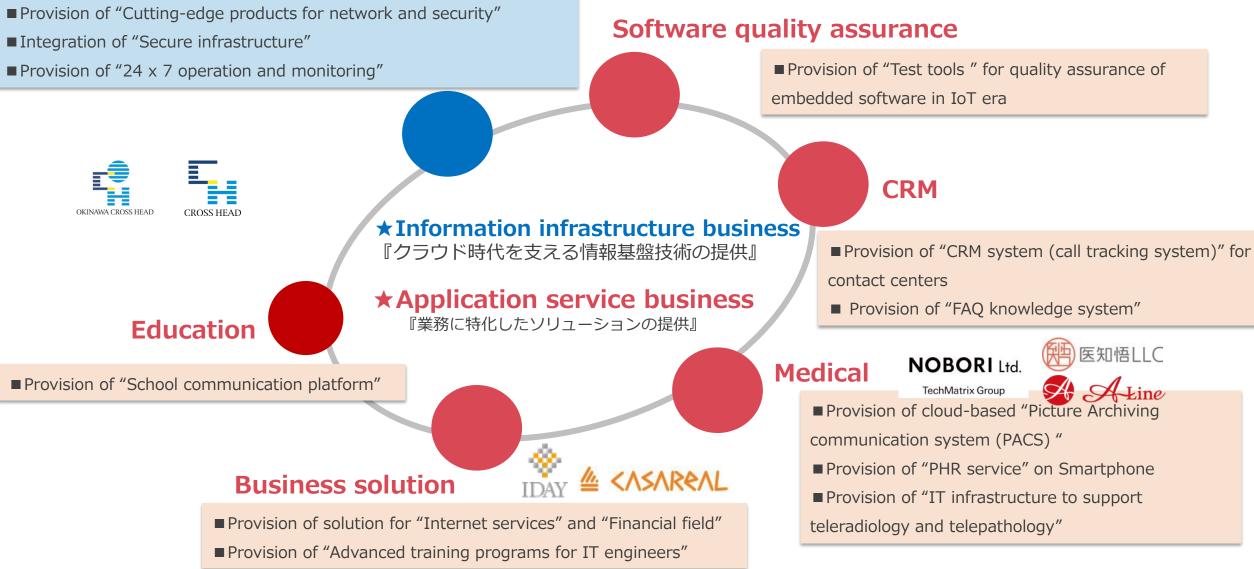
As of September 30, 2021

Shareholder's name	Stock	Ratio (%)
Custody Bank of Japan, Ltd. (account in trust)	6,288,100	14.12
The Master Trust Bank of Japan ,Ltd. (account in trust)	5,845,300	13.13
TECHMATRIX CORPORATION	4,776,528	10.72
STATE STREET BANK AND TRUST COMP ANY 505025	1,798,800	4.04
Individual	1,426,000	3.2
JP MORGAN CHASE BANK 380055	1,238,400	2.78
THE BANK OF NEW YORK MELLON 140042	856,100	1.92
TECHMATRIX's Employee Shareholding Association	817,000	1.83
GOVERNMENT OF NORWAY	781,100	1.75
Custody Bank of Japan, Ltd. (account in security investment trust)	751,000	1.68



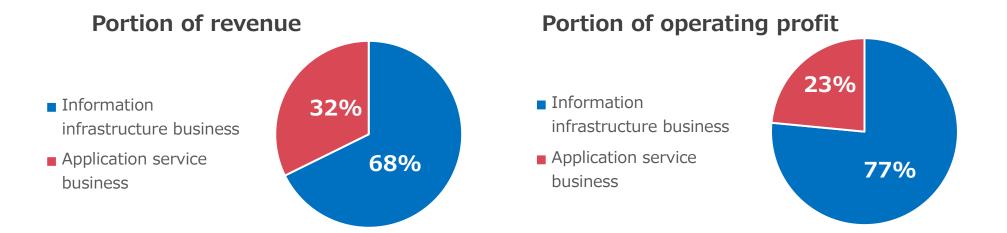












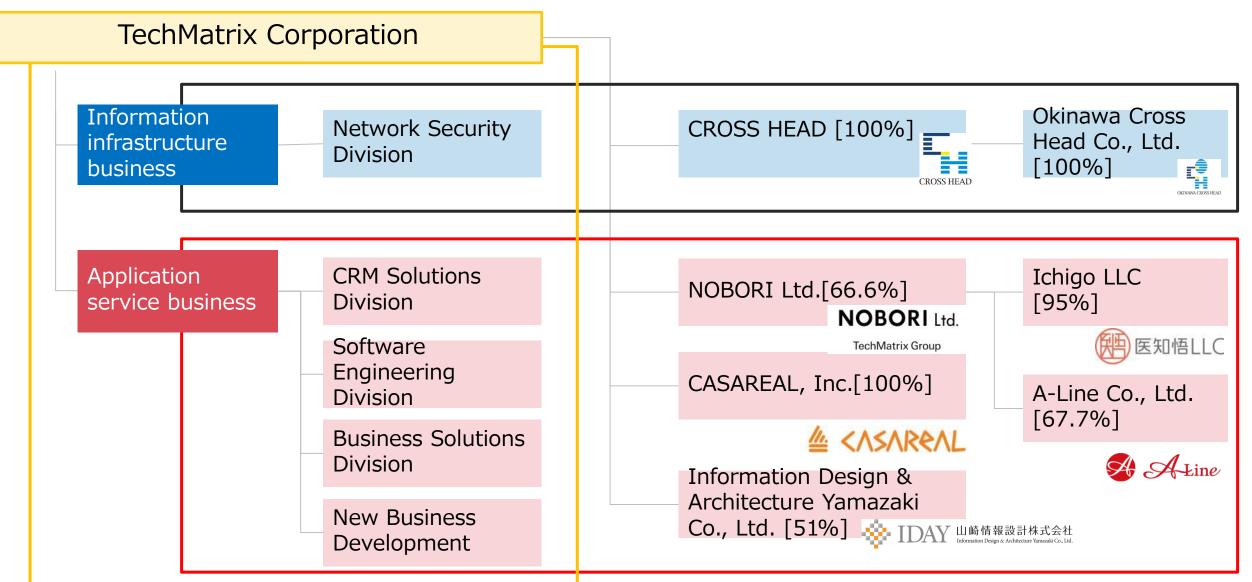
*Adopted the IFRS for its consolidated financial statements in its securities report for the fiscal year ended March 31, 2021. *The above pie chart is based on IFRS as of March 31, 2021. The table below is based on IFRS from March 31, 2021.

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)
Oneveting profit						
Operating profit	2017/3	2018/3	2019/3	2020/3	2021/3	
Information infrastructure business	2017/3 1,368	2018/3 1,553	2019/3 1,777	2020/3 2,280	2021/3 2,741	
	-		-		-	(¥million)

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Company profile of group companies



Company's name (investment ratio)	Business activities
NOBORI Ltd. (66.66%) NOBORI Ltd. TechMatrix Group	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%) 医知悟LLC	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

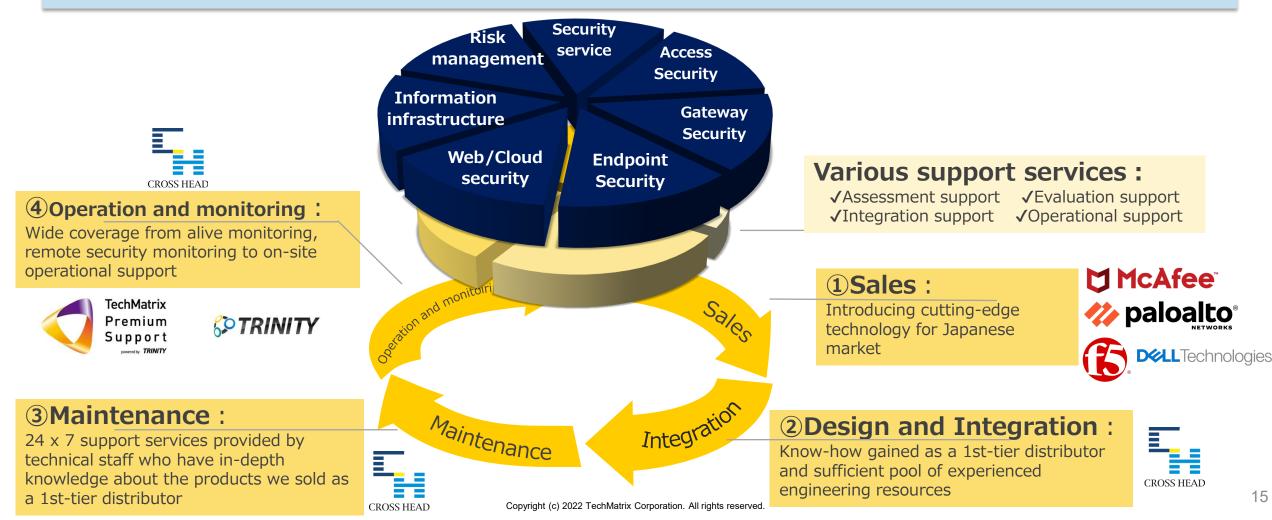
Business solution business



Information infrastructure business business overview

k &	Medical	CRM	So	oftware qualit	y assurance		
/	Business s	solution		Education		TechM	0

 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, ③maintenance services, ④ operation and monitoring to improve customers' ICT environments.



Main product and service

Network & Security Medical

Business solution

CRM

Software quality assurance

Education

TechM@trix

Access Securi	ty	Web / Cloud se	ecurity	
SSL-VPN	Zero Trust • appgate	WAF	Application vulnerability diagnosis AppScan 	セキュリティサービス
• F5 Networks SD-WAN	Palo Alto Networks One-time password	• F5 Networks CASB	• VERACODE Microservices (container /	Integrated supervision system
Palo Alto Networks	• RSA	McAfee Palo Alto Networks	serverless) security • McAfee • Palo Alto Networks	TechMatr Premiu
Gateway Secur	ity		Risk management	Suppor
Firewall • Palo Alto Networks • F5 Networks	IPS/IDS Intrusion detection McAfee Palo Alto Networks 	Proxy McAfee	Vulnerability management Tenable 	⟨> TRINITY
Mail • Proofpoint	Sanitizing • VOTIRO		Security risk management • RSA	Vulnerability diagnosis
Endpoint Secur	·		Prevention insider threats	Suppor
Next generation anti virus • Black Berry • Palo Alto Networks • McAfee	EDR • Black Berry • SentinelOne • Tanium • McAfee	Visibility / Cyber hygiene • Tanium • Forescout	 Proofpoint Palo Alto Networks McAfee Vectra AI 	SP TRINITY
Information infrast	ructure			
Load balancer	Date storage Date pro	tection		
• F5 Networks	Dell Technologies Cohe	sitv		



Relation of sales partners



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 DeliveryExcellence Awards



2020 Award • Best distributor of the year



proofpoint.

2020 Award • PARTNER OF THE YEAR



Others





Software quality assurance



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



Integrated security monitoring

Correlation analysis of Gateway \times Endpoint \times NW Flow \checkmark Correlation analysis of log \times NW flow

✓ Support for hybrid environment on premises and cloud



Threata and Alerat 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

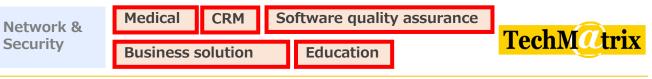
Integrated equipment operation

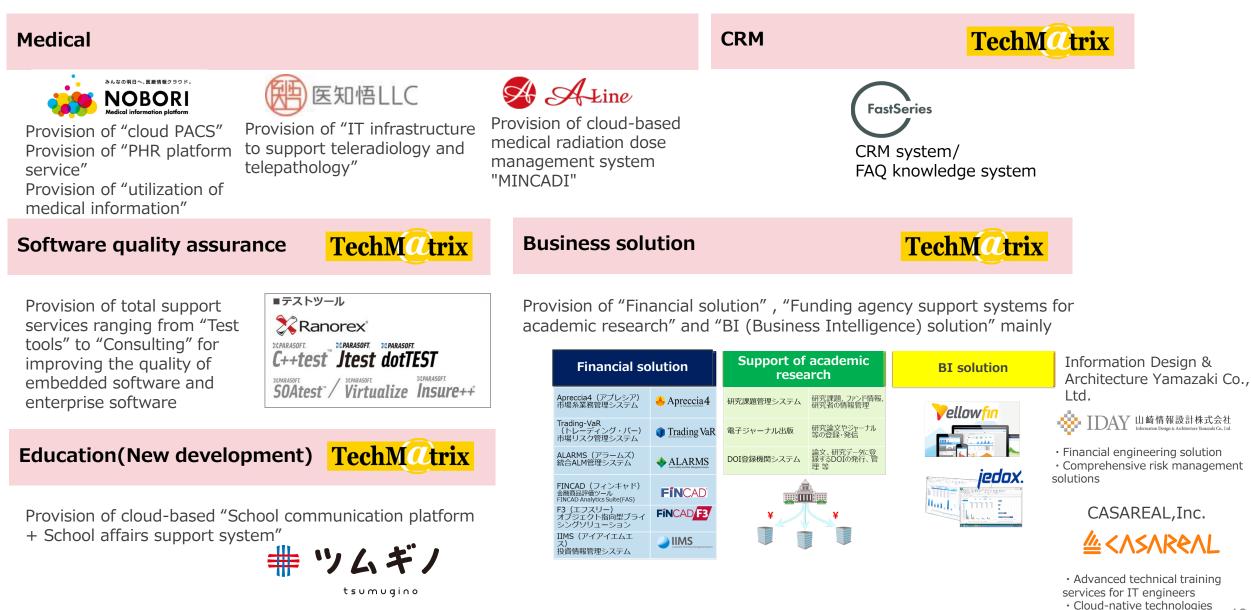
Integrated equipment operation

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



Application service business business overview





training services



Medeical (NOBORI Ltd.)

 Medical
 CRM
 Software quality assurance

 Business solution
 Education



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.





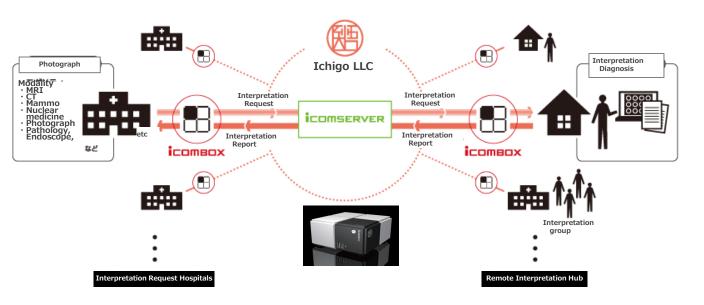


Ichigo LLC. provides "Ichigo" which is IT infrastructure to support teleradiology and telepathology.

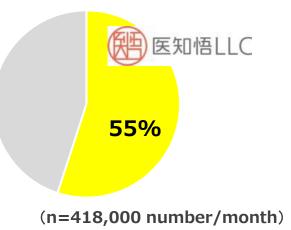


The number of customers is over 650 from a service start in April, 2008 The number of medical images transmitted monthly is about 200,000 (34% market share)

No.1 market share in teleradiology infrastructure services in Japan with over 1,400 radiologists registered



Market of infrastructure teleradiology (Number of transactions)



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



Medical CRM **Network & Security Business solution** Education

Software quality assurance

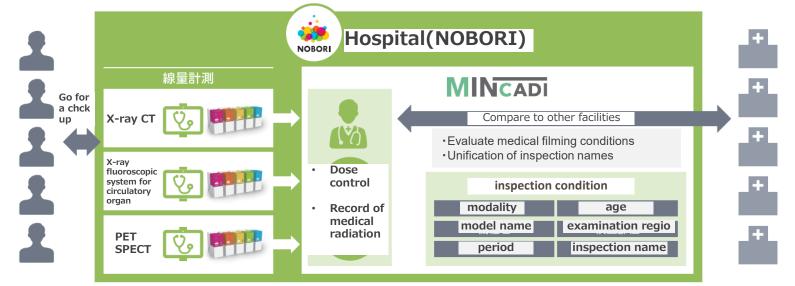
TechM

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)

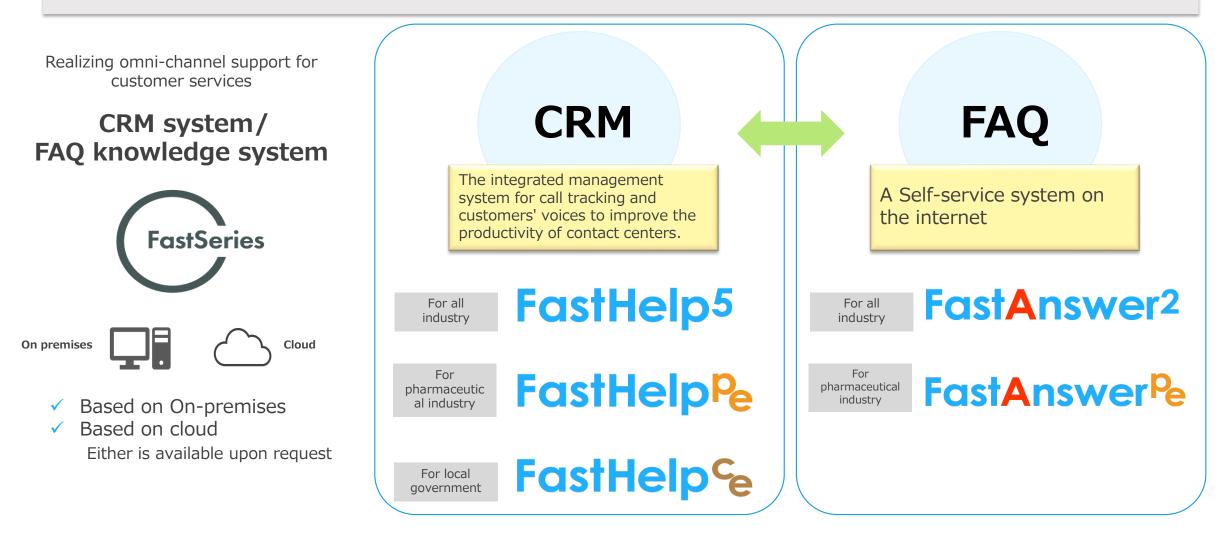


(n=744 number of systems)

* 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.





Software quality assurance

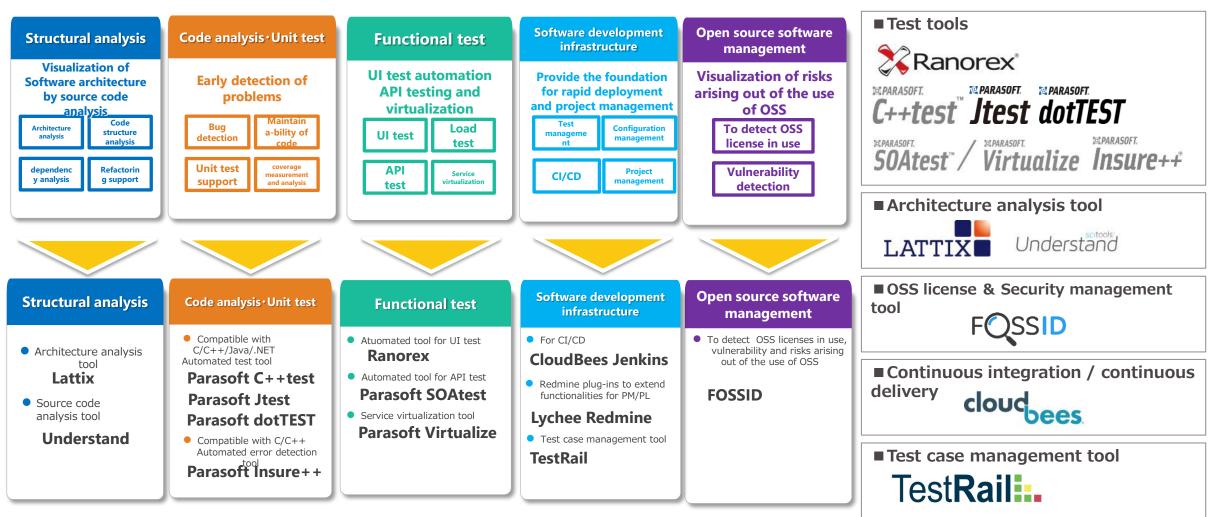
Education

TechM@trix

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

Network &

Security





Medical CRM Network & Security **Business solution** Education

Software quality assurance

TechM*<i>O***trix**

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

Financial sol Integrated risk manage		Support of acad Finding a Big data solution for	gency ·	BI solution Business intelligence/ Budget management solution
• Apreccia4 Integrated management system for Capital Markets	Apreccia4	Funding agency support systems for academic research	Management for research topics, fund information and researcher information	Vellowfin
• Trading-VaR Market risk management system	Trading VaR	Electronic journal publishing	Registration and publication of research papers	
ALARMS Integrated ALM management system	ALLARMS Asset-Liability And Risk Management System	Management system	and journals etc. Issuance and management system	
• FINCAD Pricing and valuation tool for financial instruments FINCAD Analytics Suite(FAS)	FÍNCAD	used by DOI registration agencies	for DOI (Digital Object Identifier) to be allocated to research papers and data	
• F3 Object-oriented pricing solution	FINCAD F3	E		
IIMS Investment information management system	Versitivest Information Management System	¥	¥	



Education (New business development)

Software quality assurance Medical CRM **Network & Business solution** Education

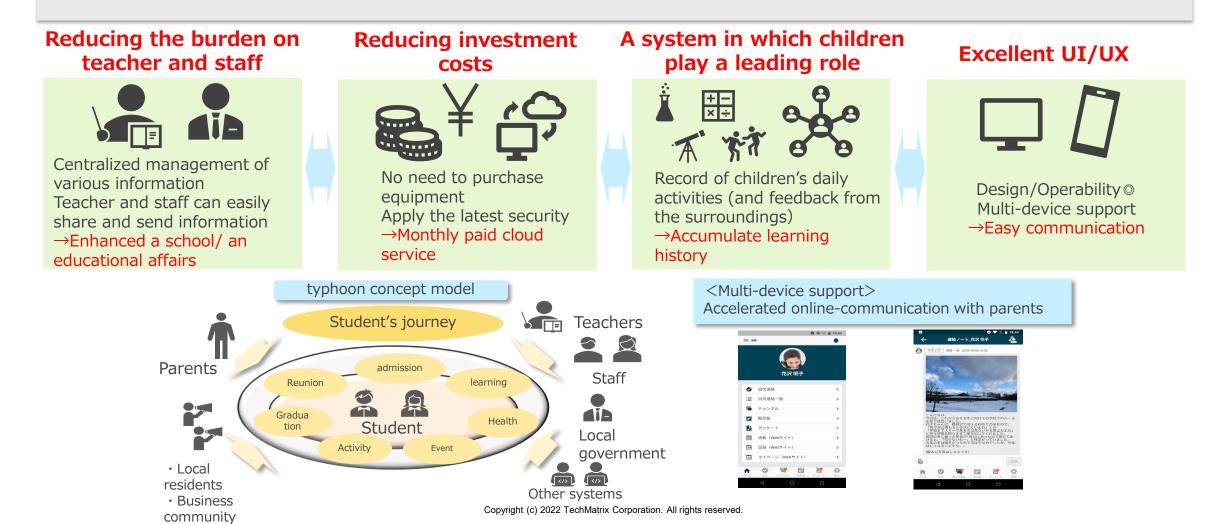


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井 ツムギノ

tsumugino

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



Security





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	
Representati ve	Yoshihisa Yoda	NOBORI-CUBE
Paid-in capital	¥1,100 million	「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。
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 PAL Medical Service Platform

Company profile of group companies _ Ichigo LLC.





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





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.

Company profile of group companies _ A-Line Co.Ltd.



Corporate overview



Name	A-Line Co.Ltd.		
Location	2-7 Nakano-shima 2-chome, Kita-ku, Osaka	価値ある線量管理を。	
established	December 11, 2015		
Representa tive	Makoto Tabushi	クラウド型画像検査債報管理ツール	
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.

Company profile of group companies _ 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







Corporate overview



Name	Information Design & Architecture Yamazaki Co., Ltd.			
Location	Ichibanchō 27–2 Chiyoda City, Tokyo			
established	December 1999 (Februaly 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